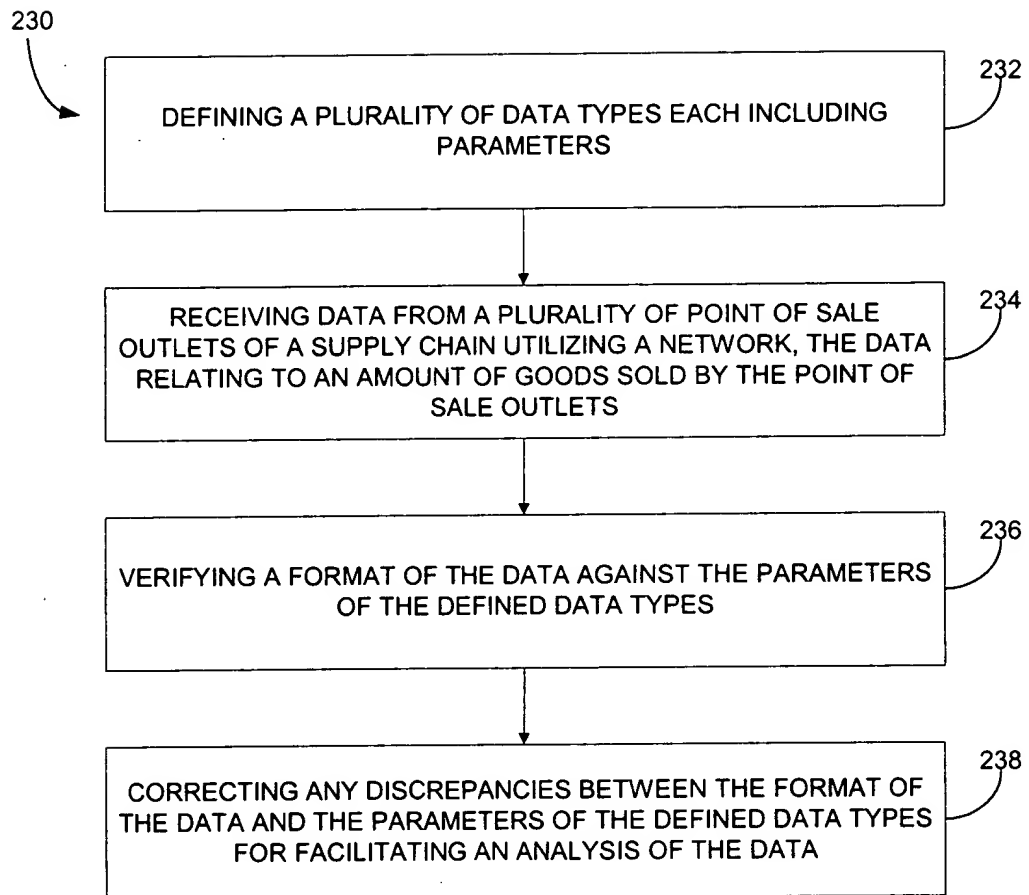
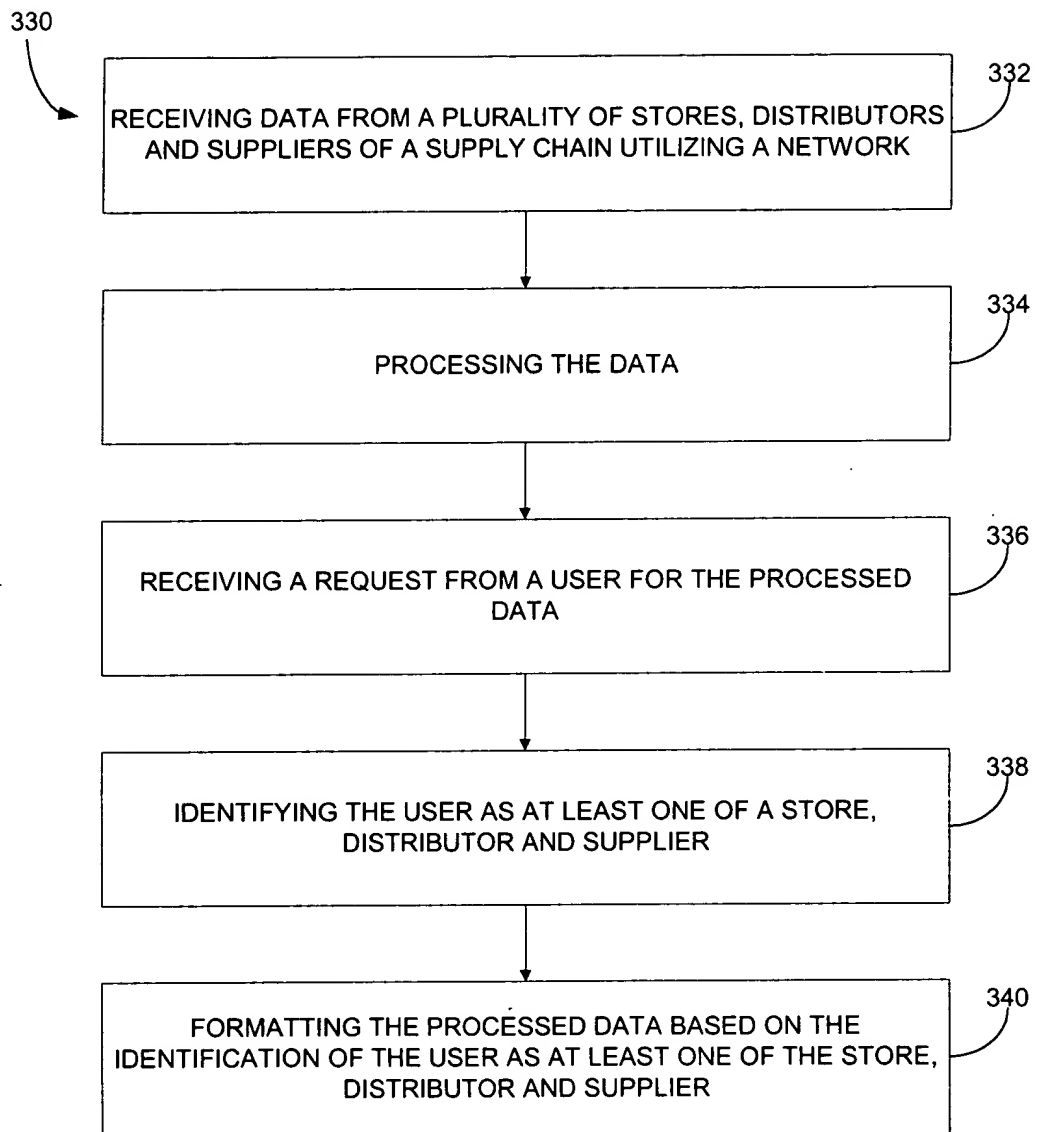


**FIG. 1B**



**FIG. 2**



**FIG. 3**



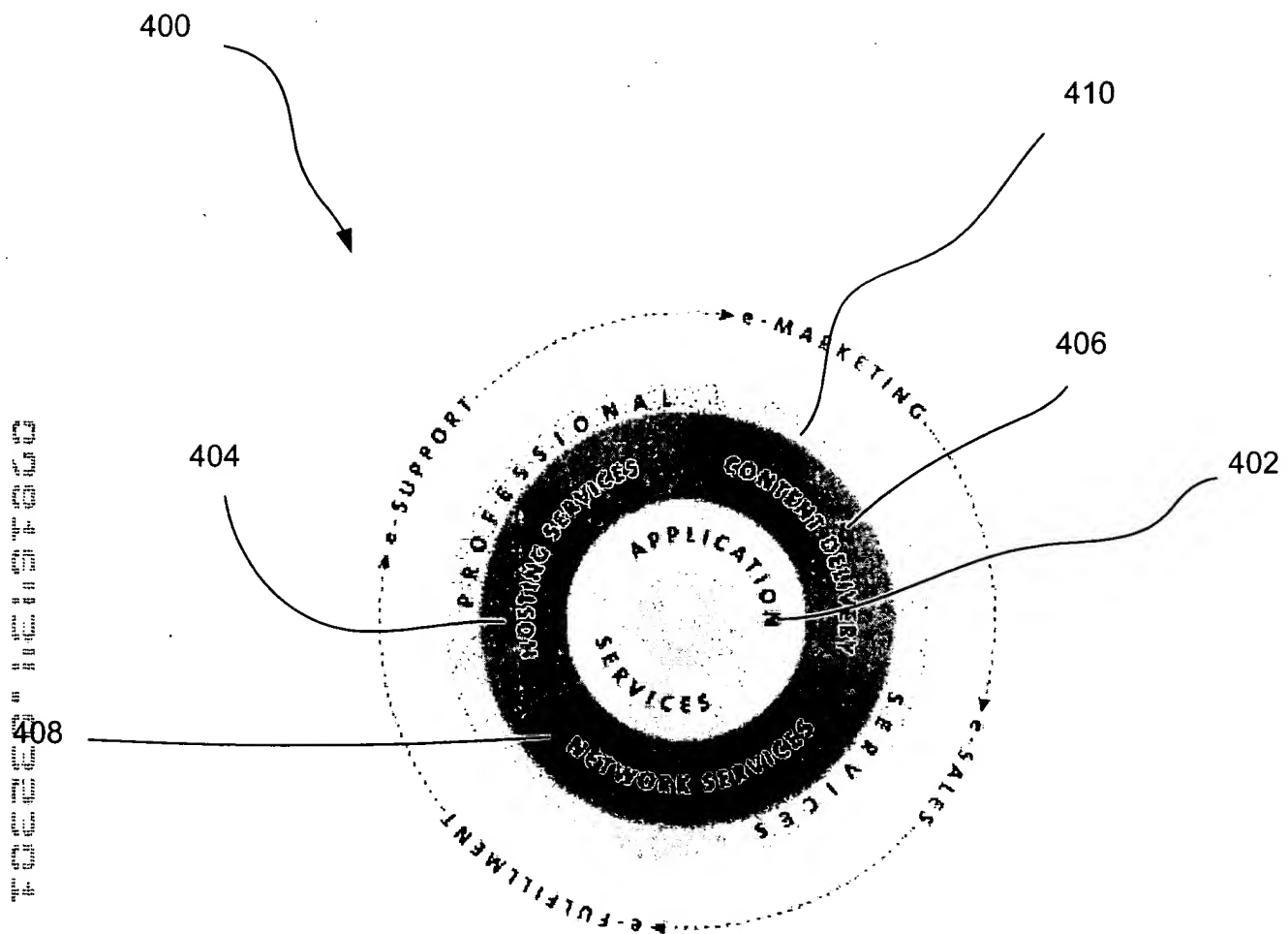
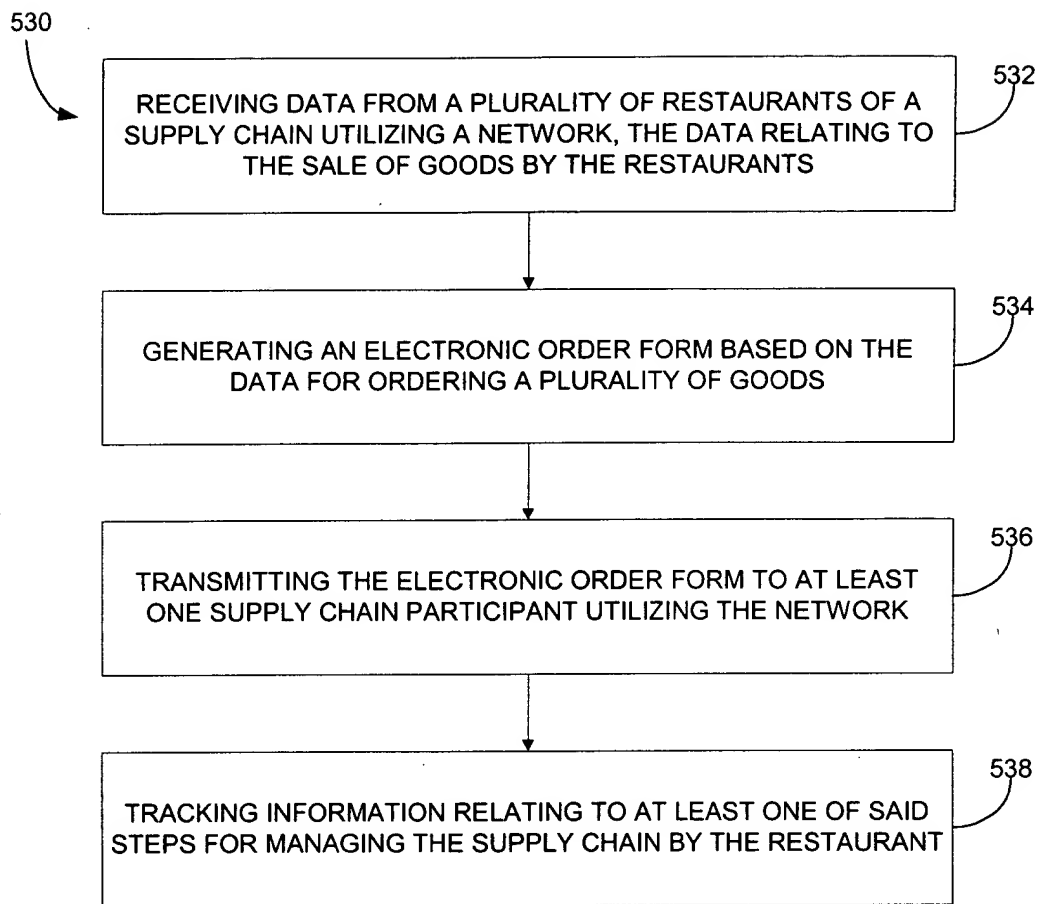
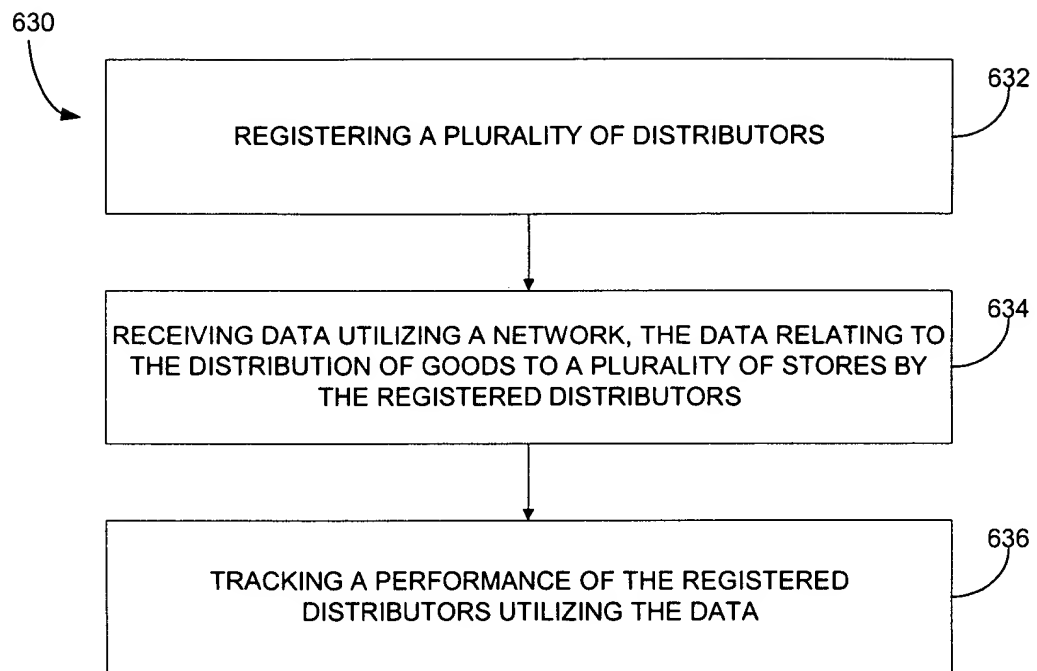


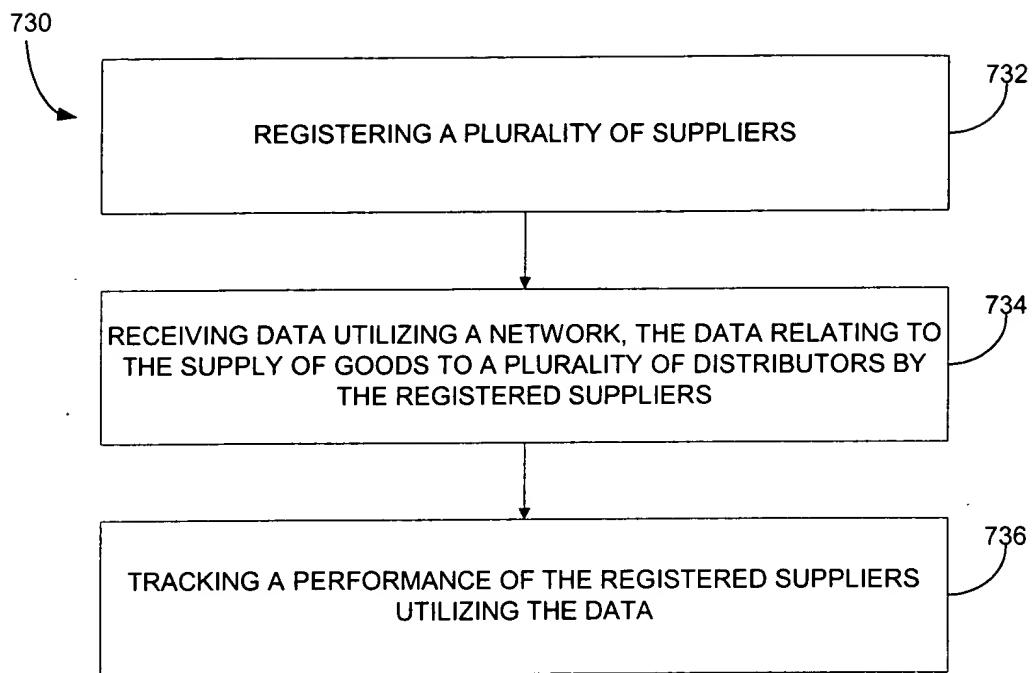
Fig. 4



**FIG. 5**



**FIG. 6**



**FIG. 7**

830

REGISTERING A PLURALITY OF DISTRIBUTORS AND SUPPLIERS  
EACH IN ONE OF A PLURALITY OF MARKETPLACES, WHEREIN  
EACH MARKETPLACE INCLUDES THE SUPPLY AND DISTRIBUTION  
OF AT LEAST ONE OF A PLURALITY OF GOODS USED BY A  
PLURALITY OF STORES

832

RECEIVING DATA UTILIZING A NETWORK, THE DATA RELATING TO  
THE DISTRIBUTION AND SUPPLY OF GOODS TO THE STORES BY  
THE REGISTERED DISTRIBUTORS AND SUPPLIERS IN EACH OF  
THE MARKETPLACES

834

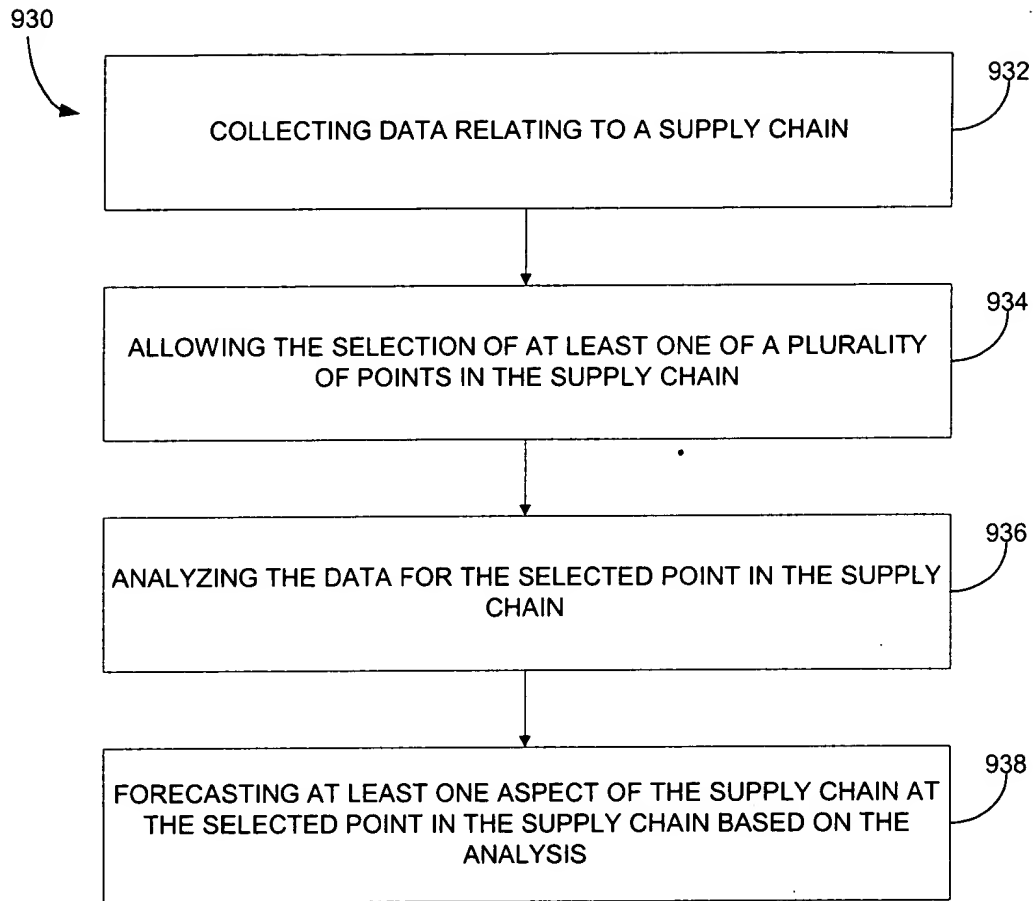
PARSING THE DATA BASED ON MARKETPLACES

836

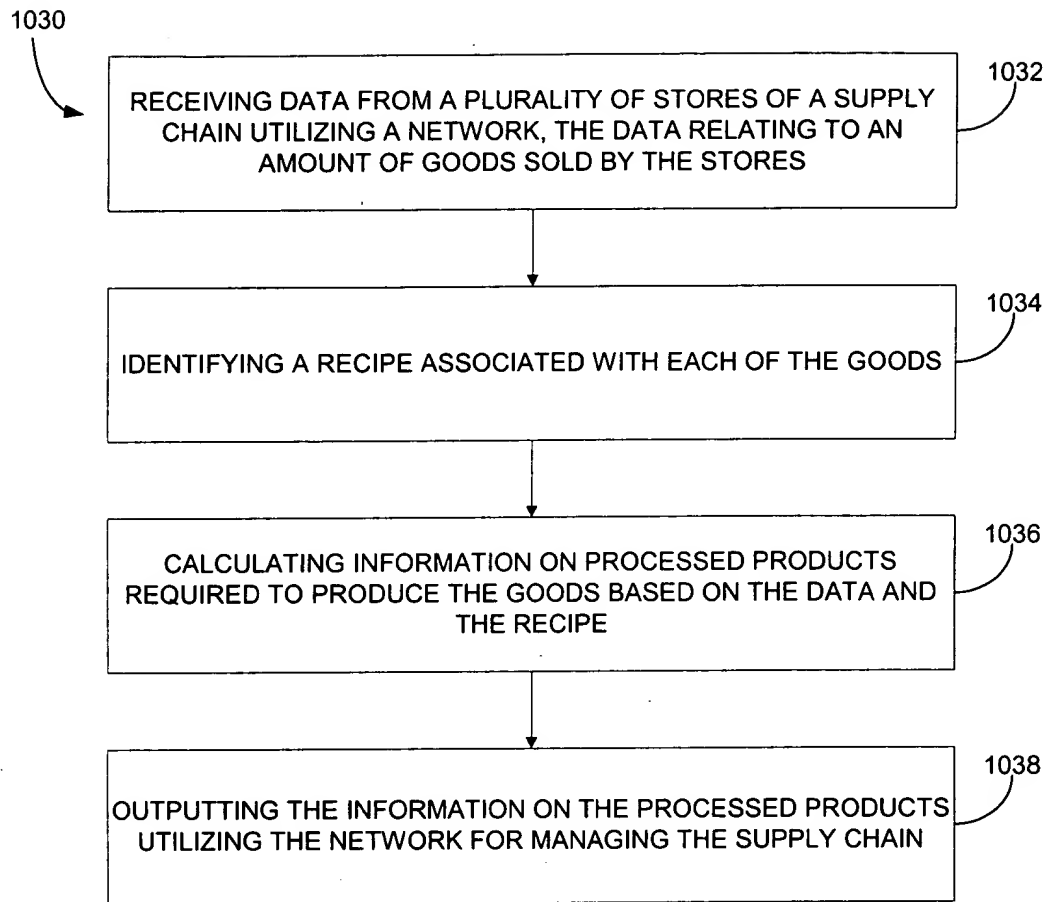
TRACKING A PERFORMANCE OF THE REGISTERED  
DISTRIBUTORS AND SUPPLIERS IN EACH OF THE MARKETPLACES  
UTILIZING THE DATA

838

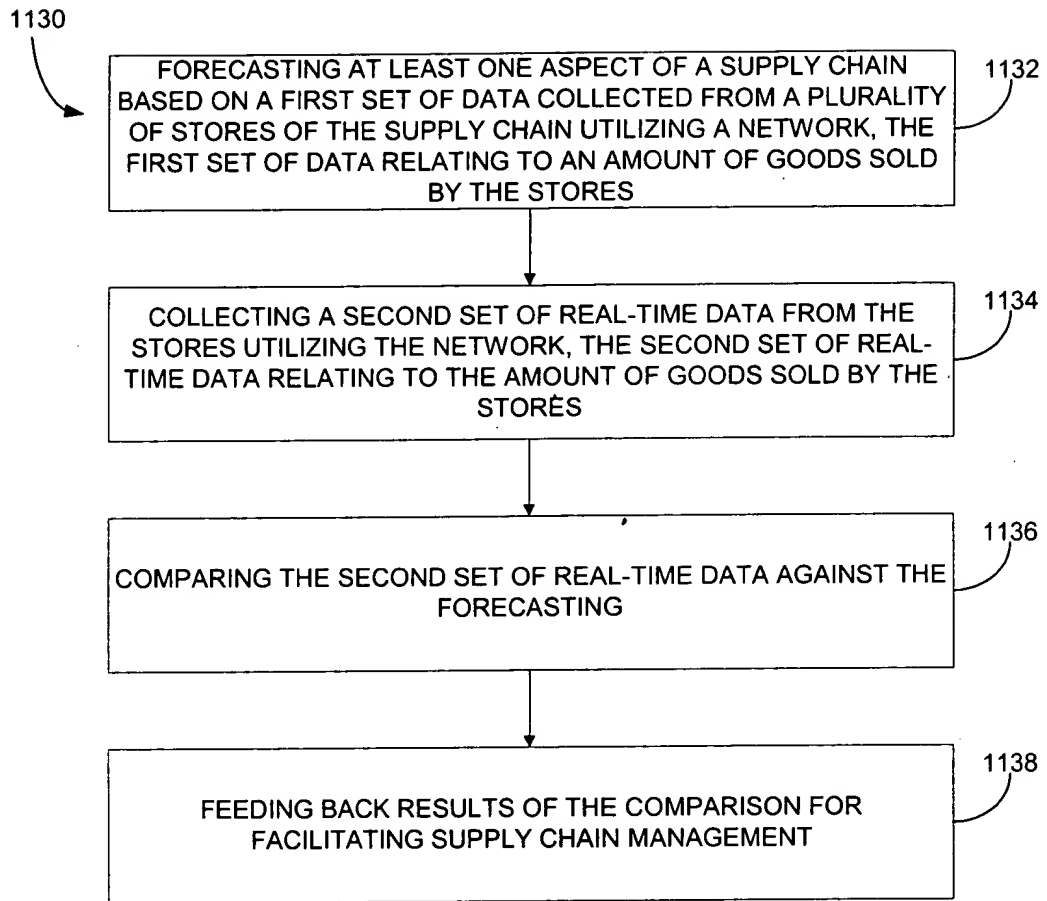
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**



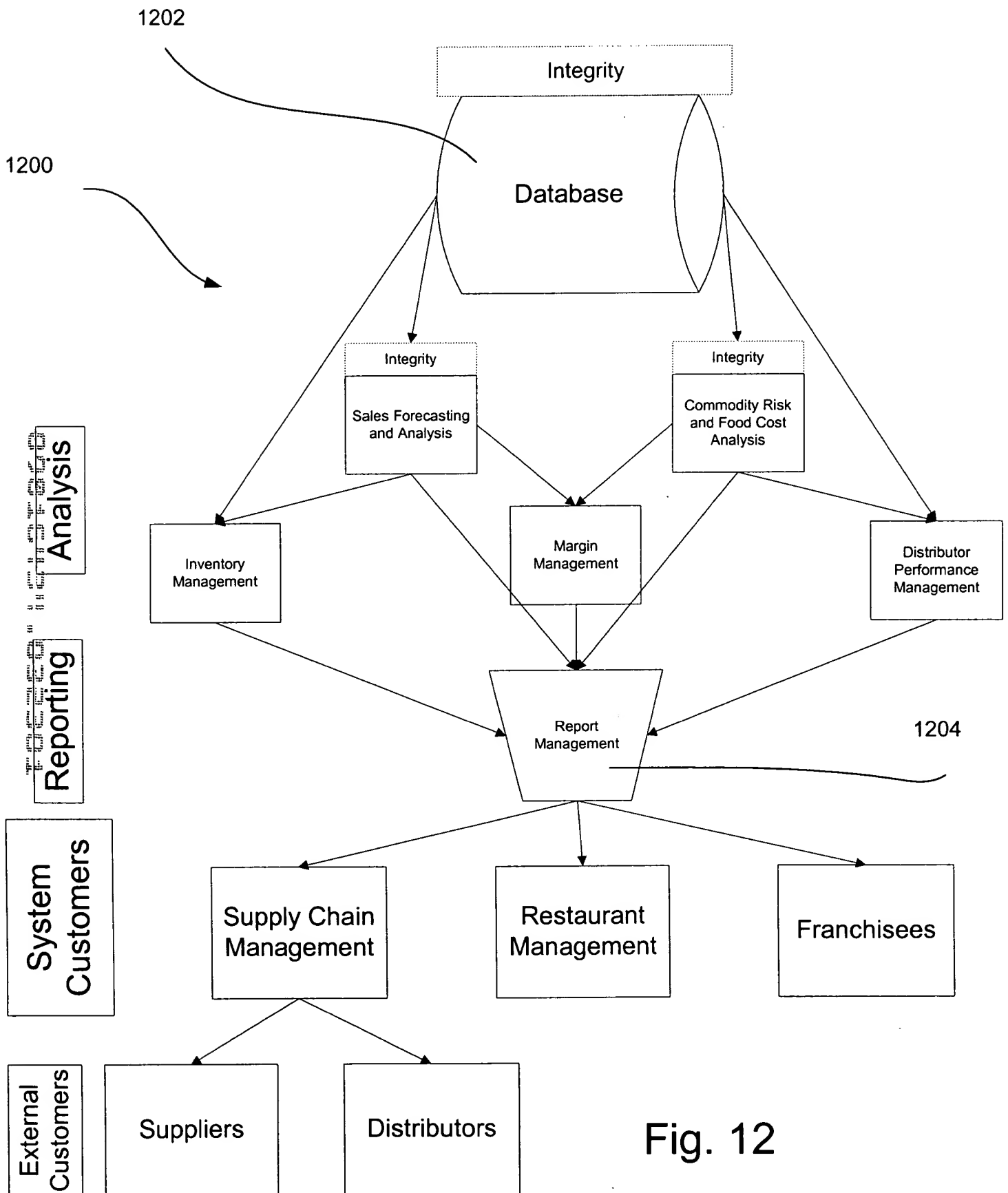
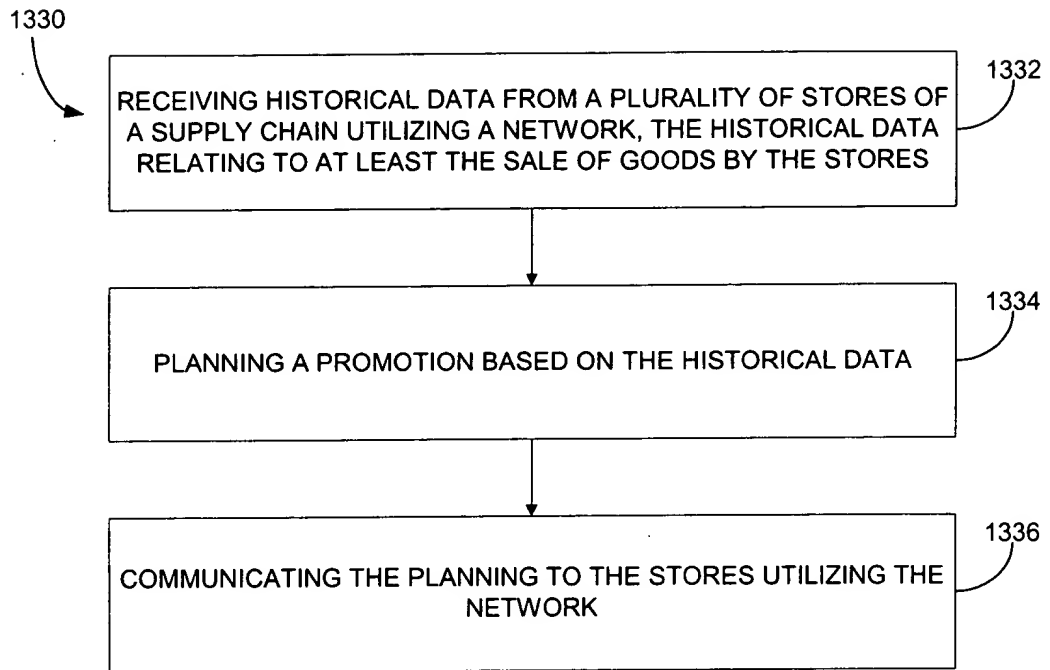
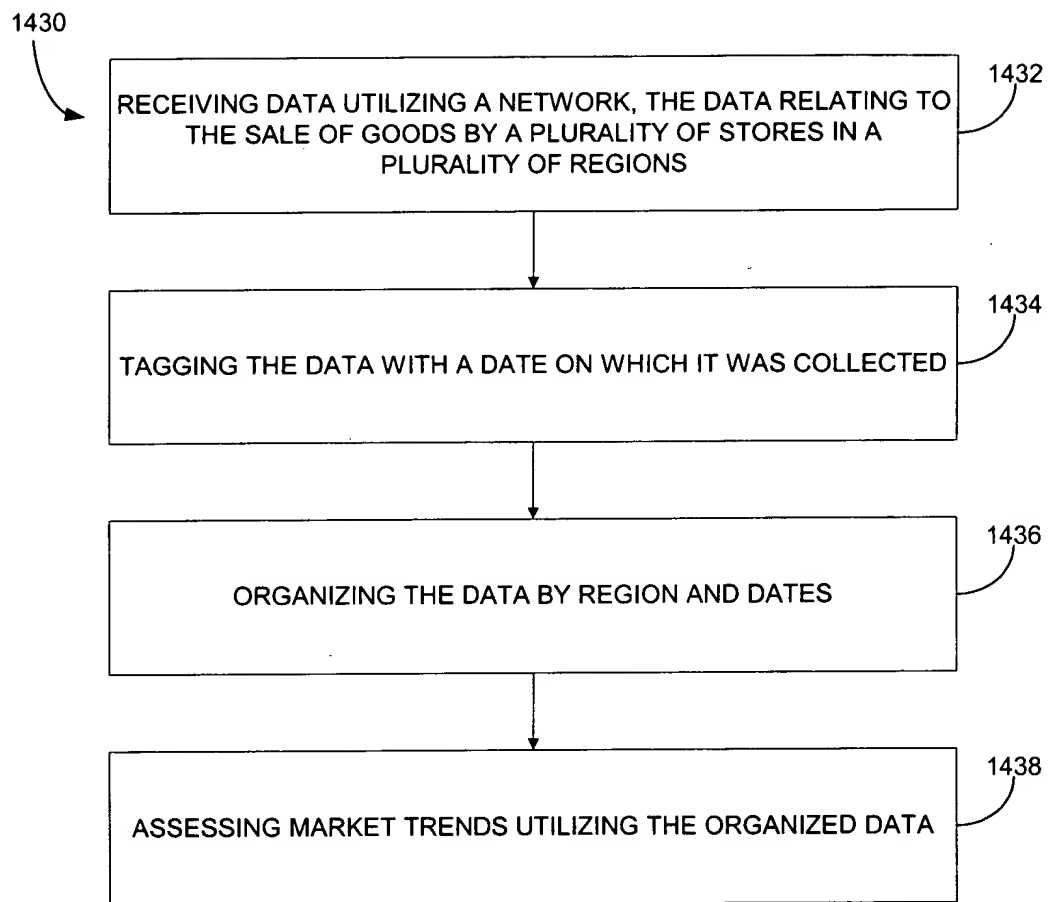


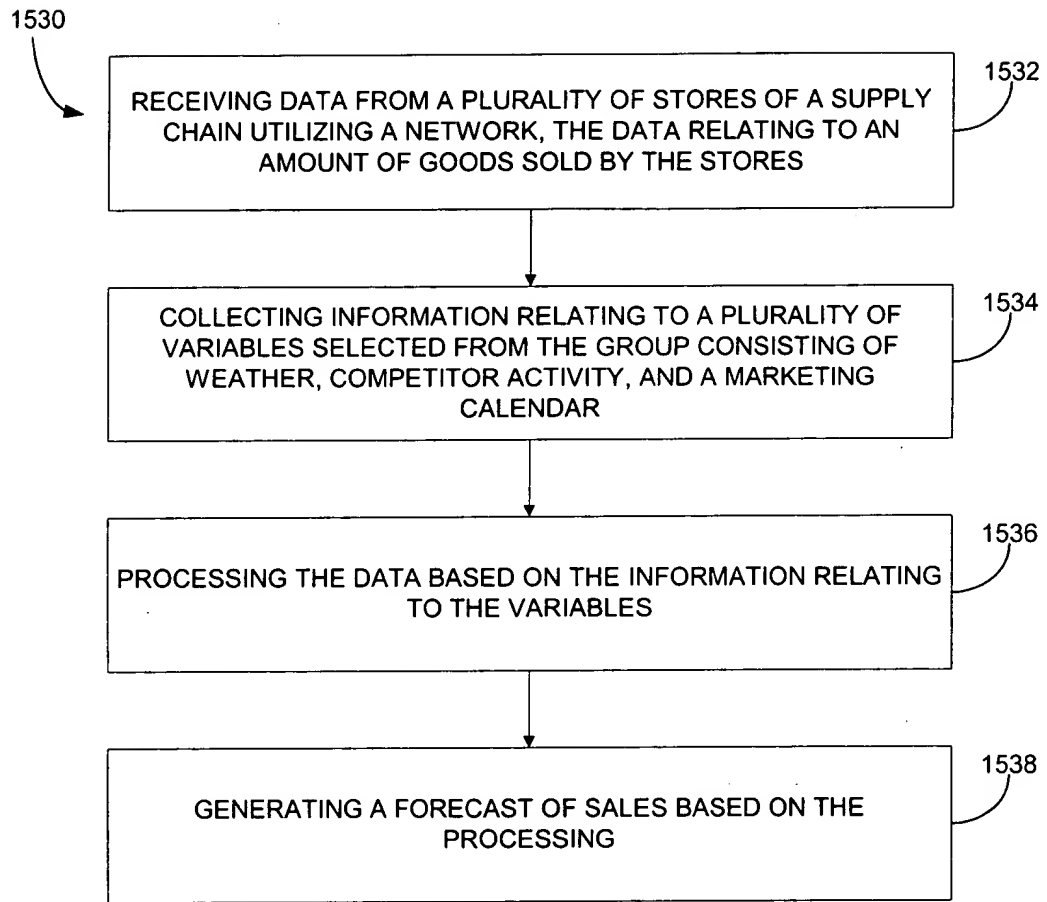
Fig. 12



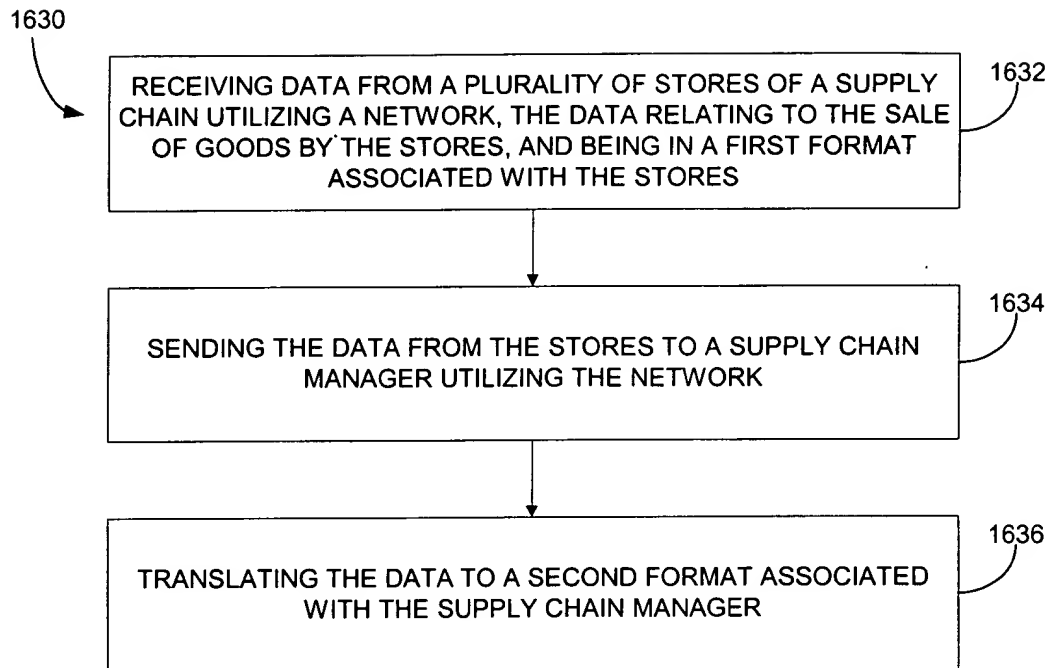
**FIG. 13**



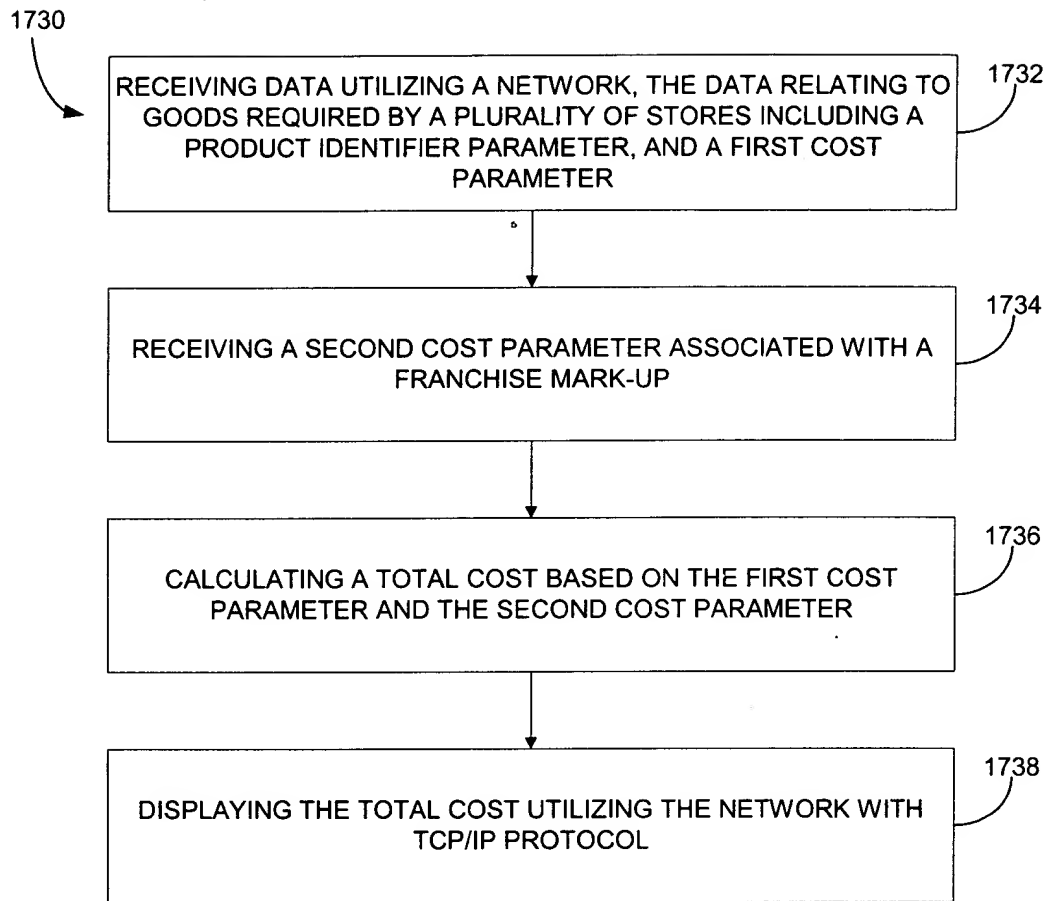
**FIG. 14**



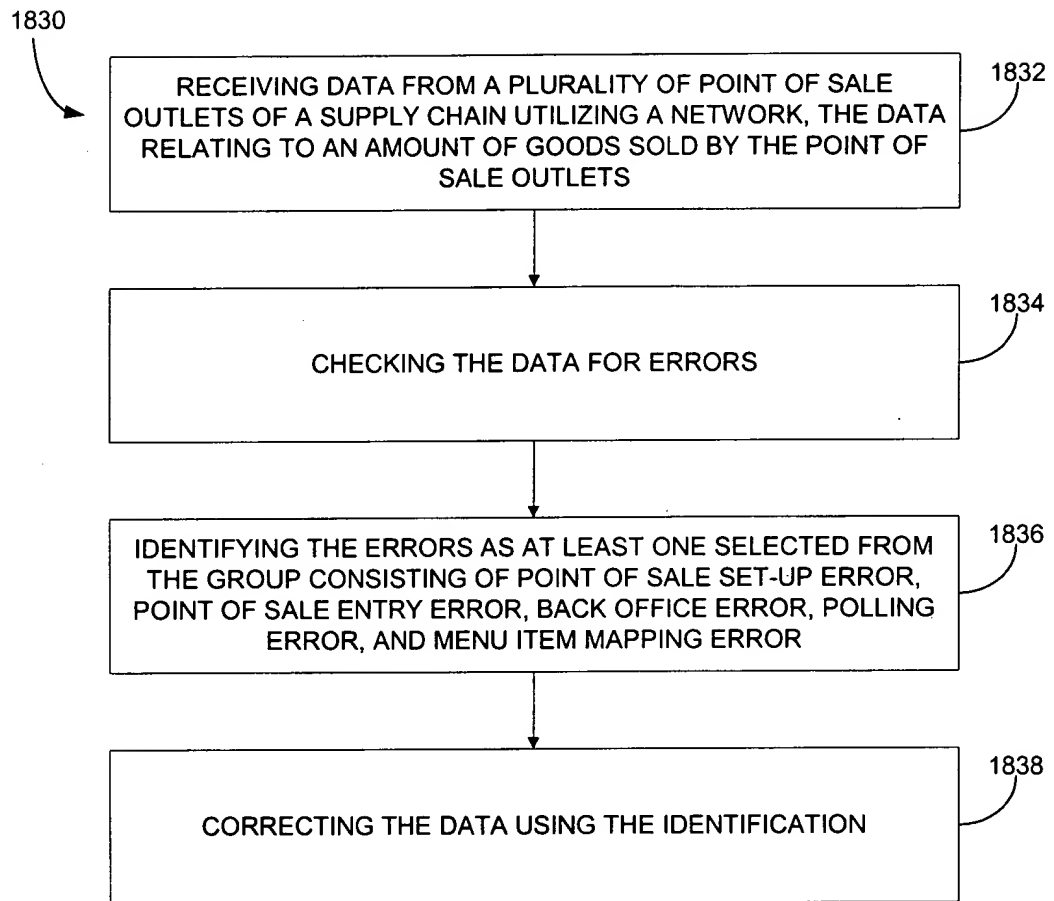
**FIG. 15**



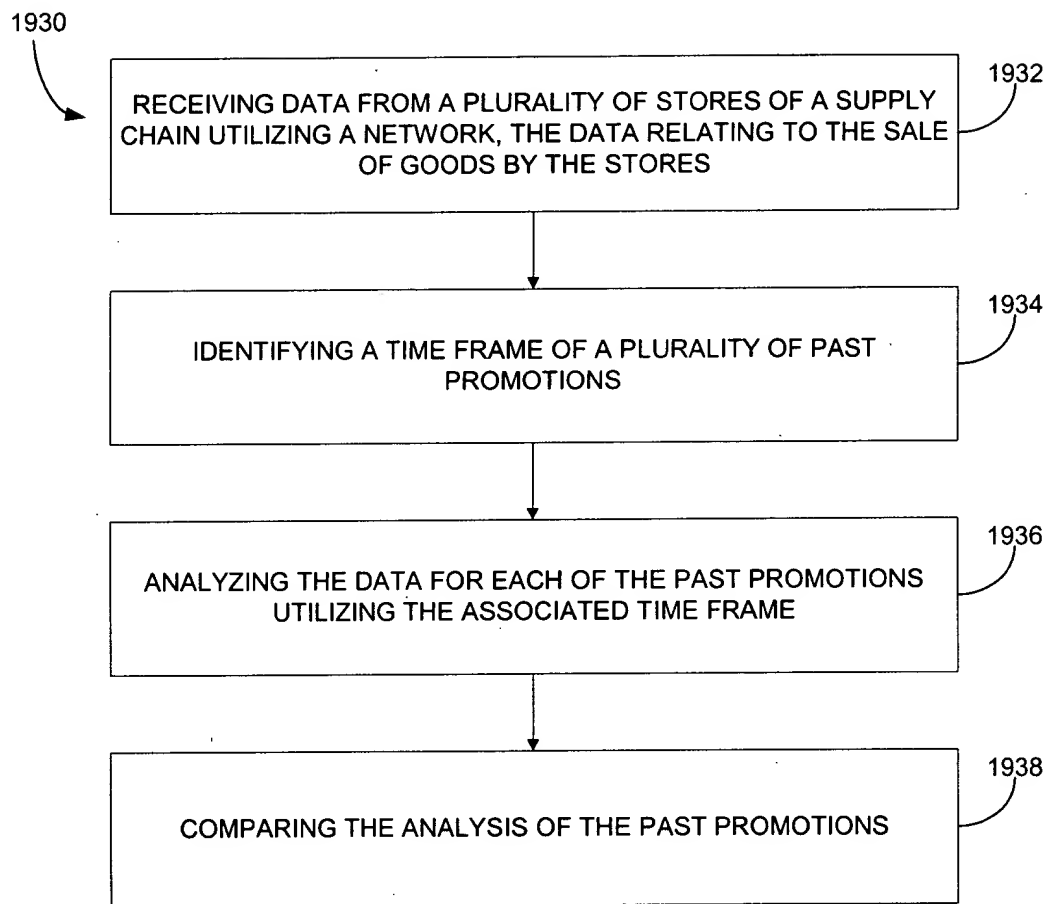
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**



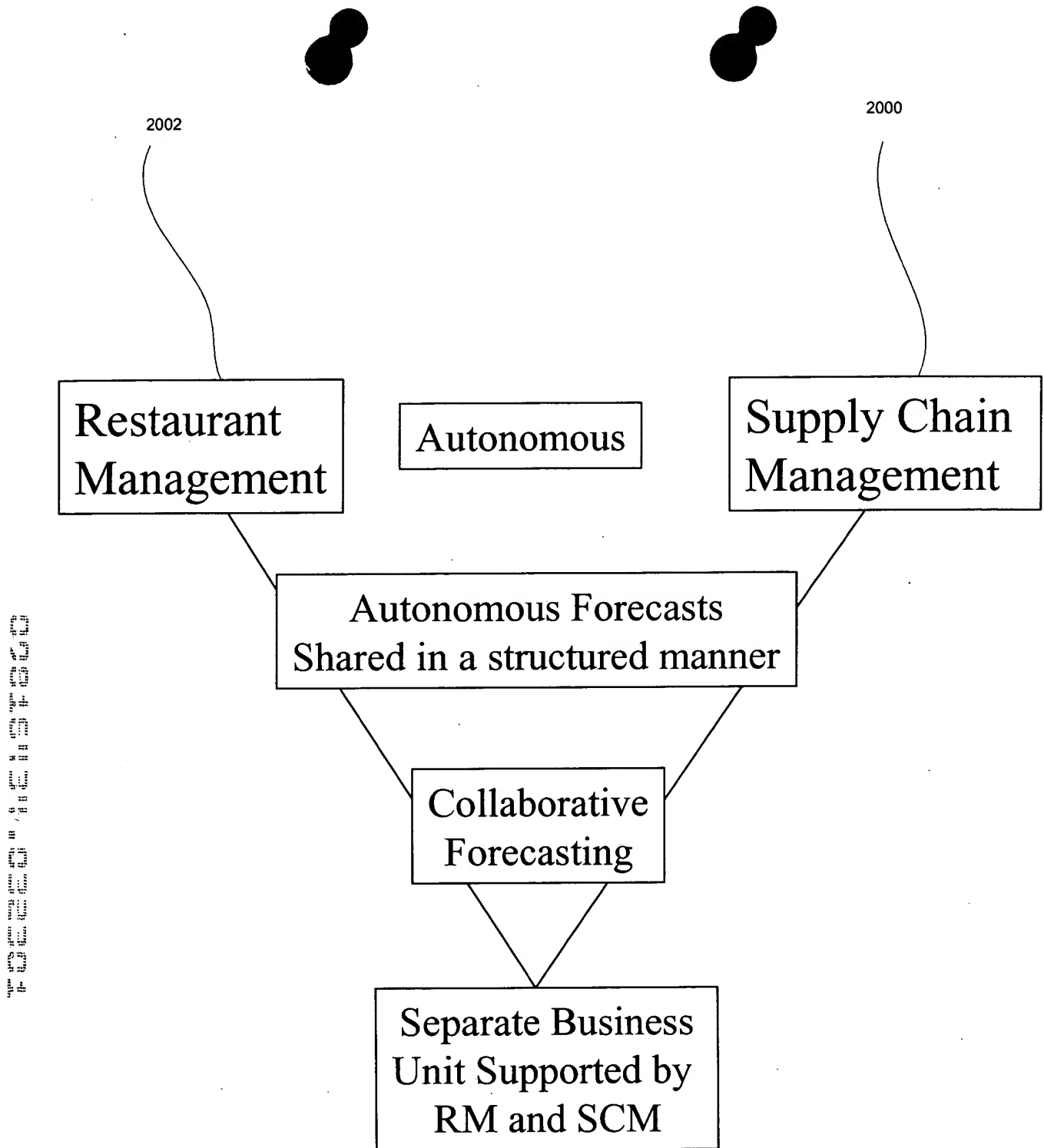
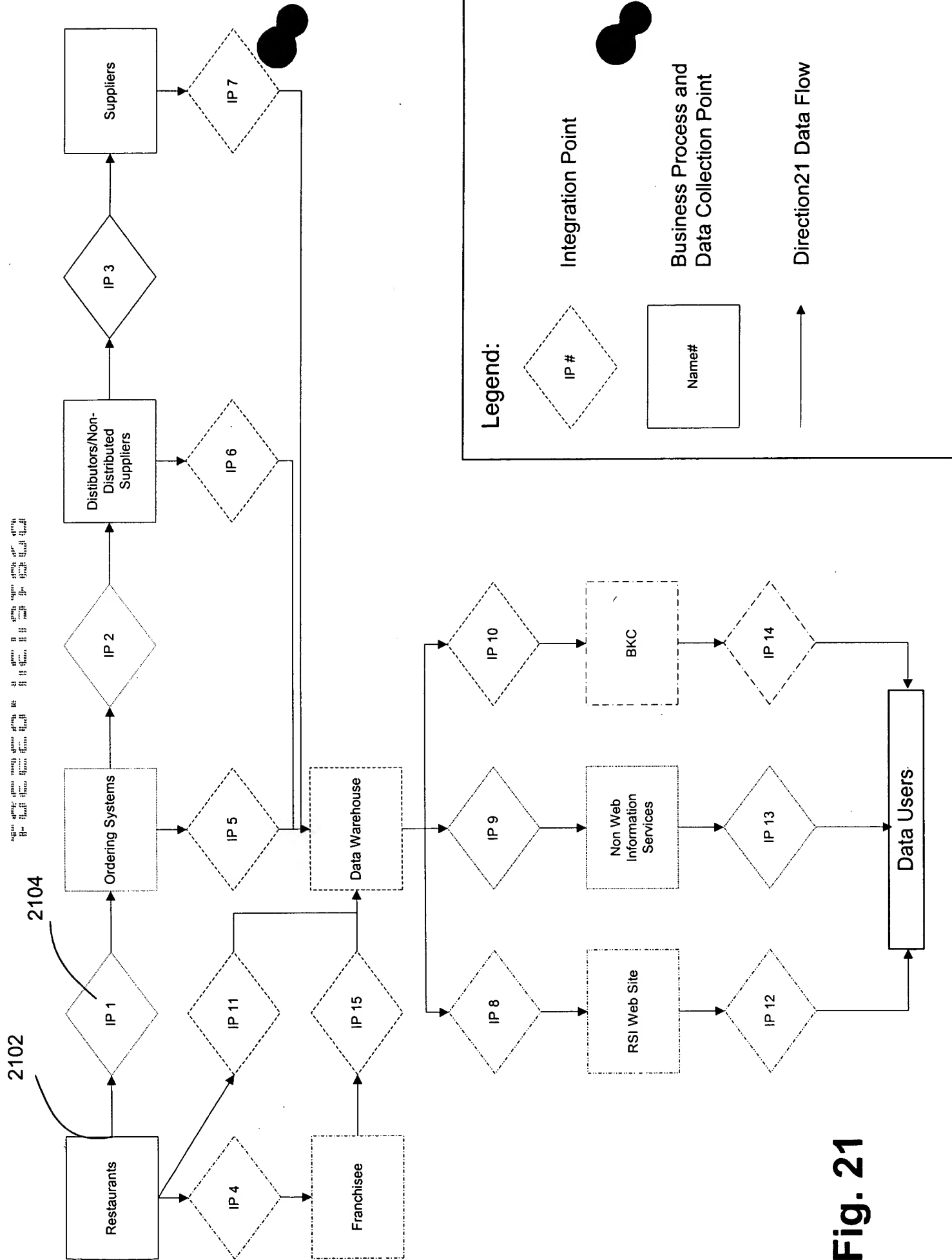
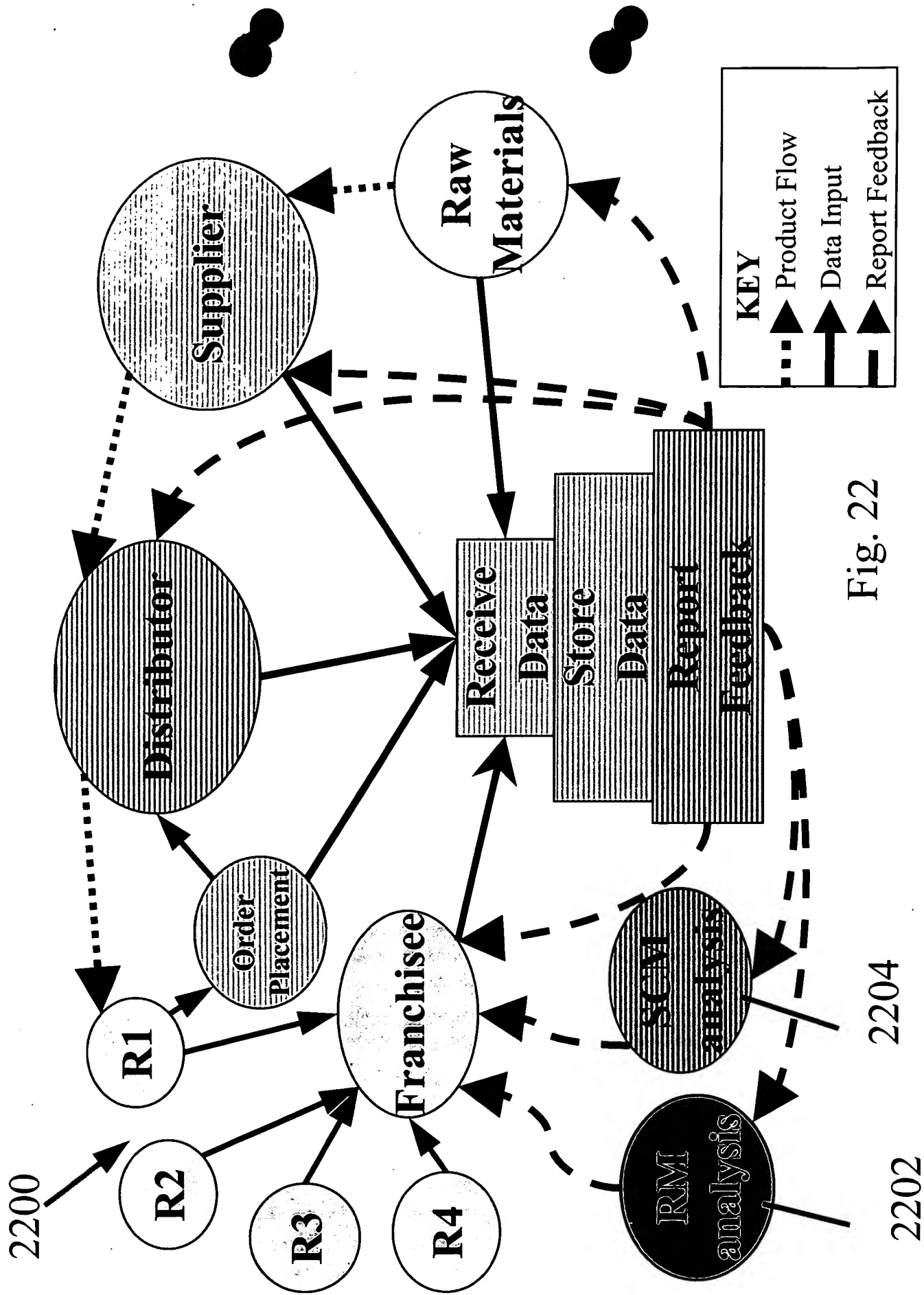
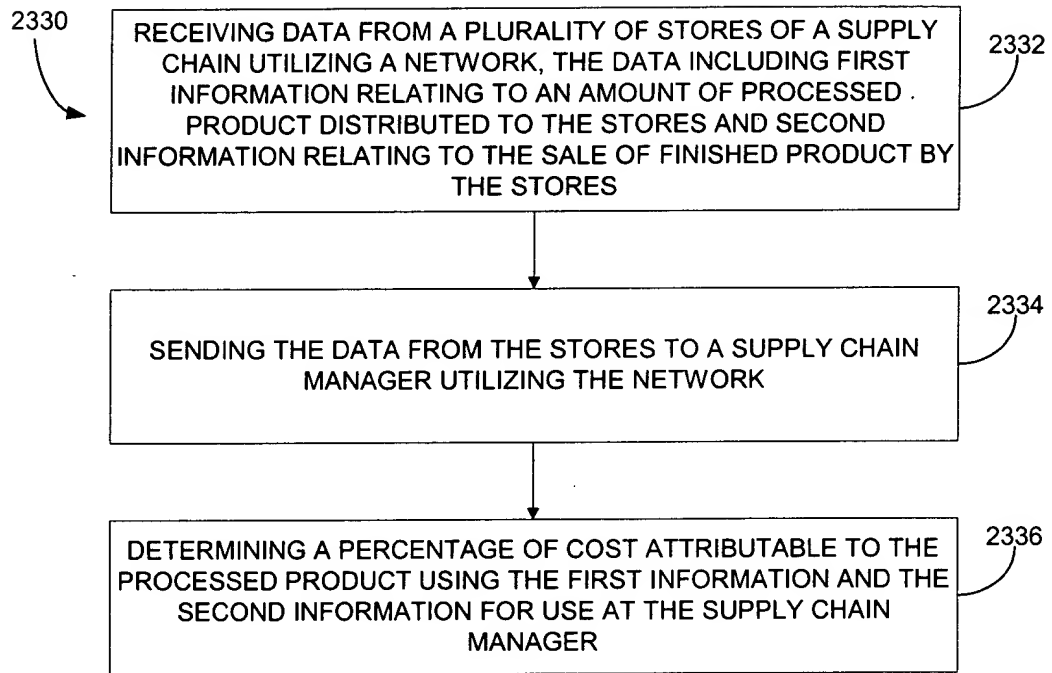


Fig. 20



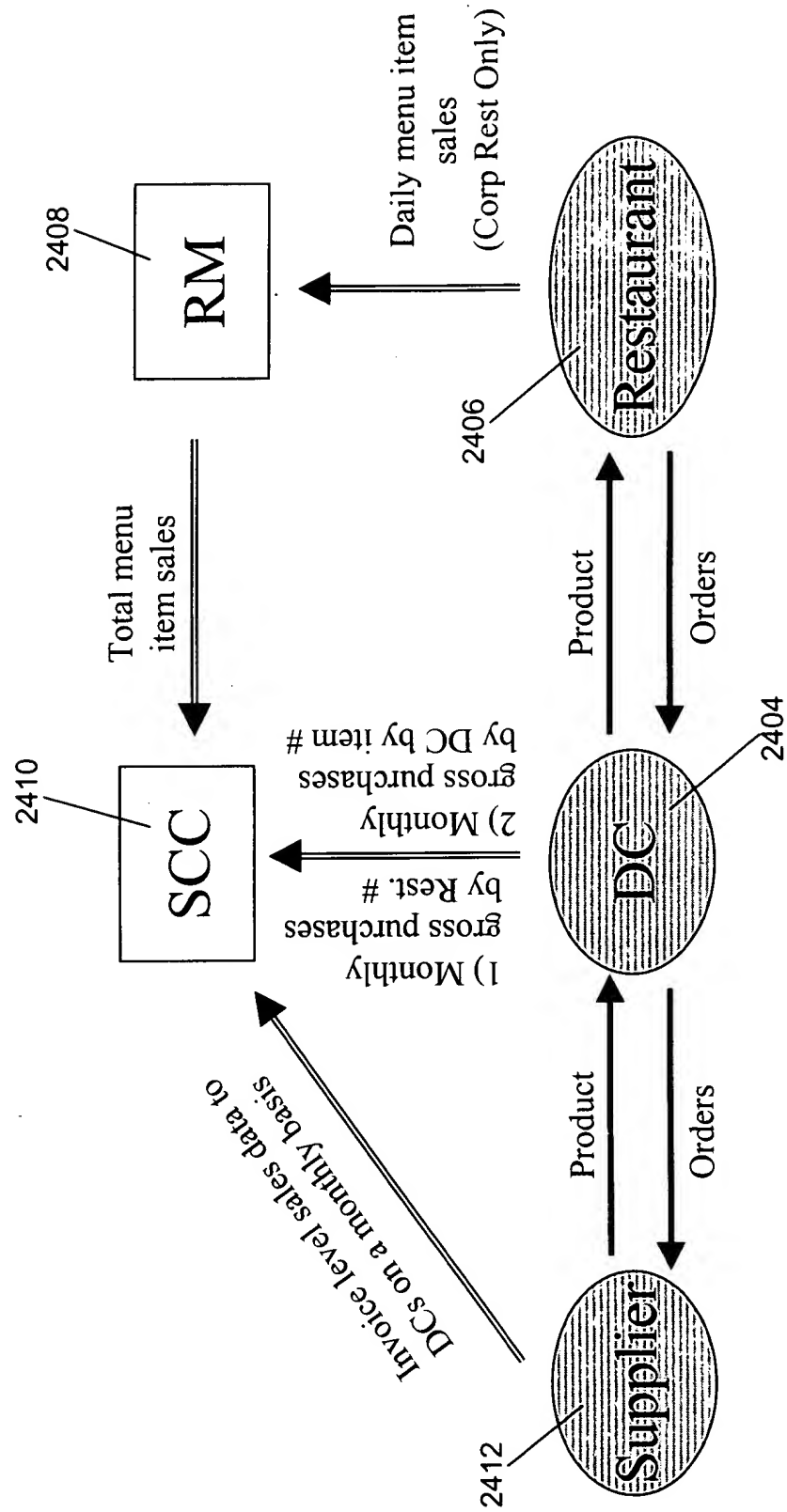
**Fig. 21**

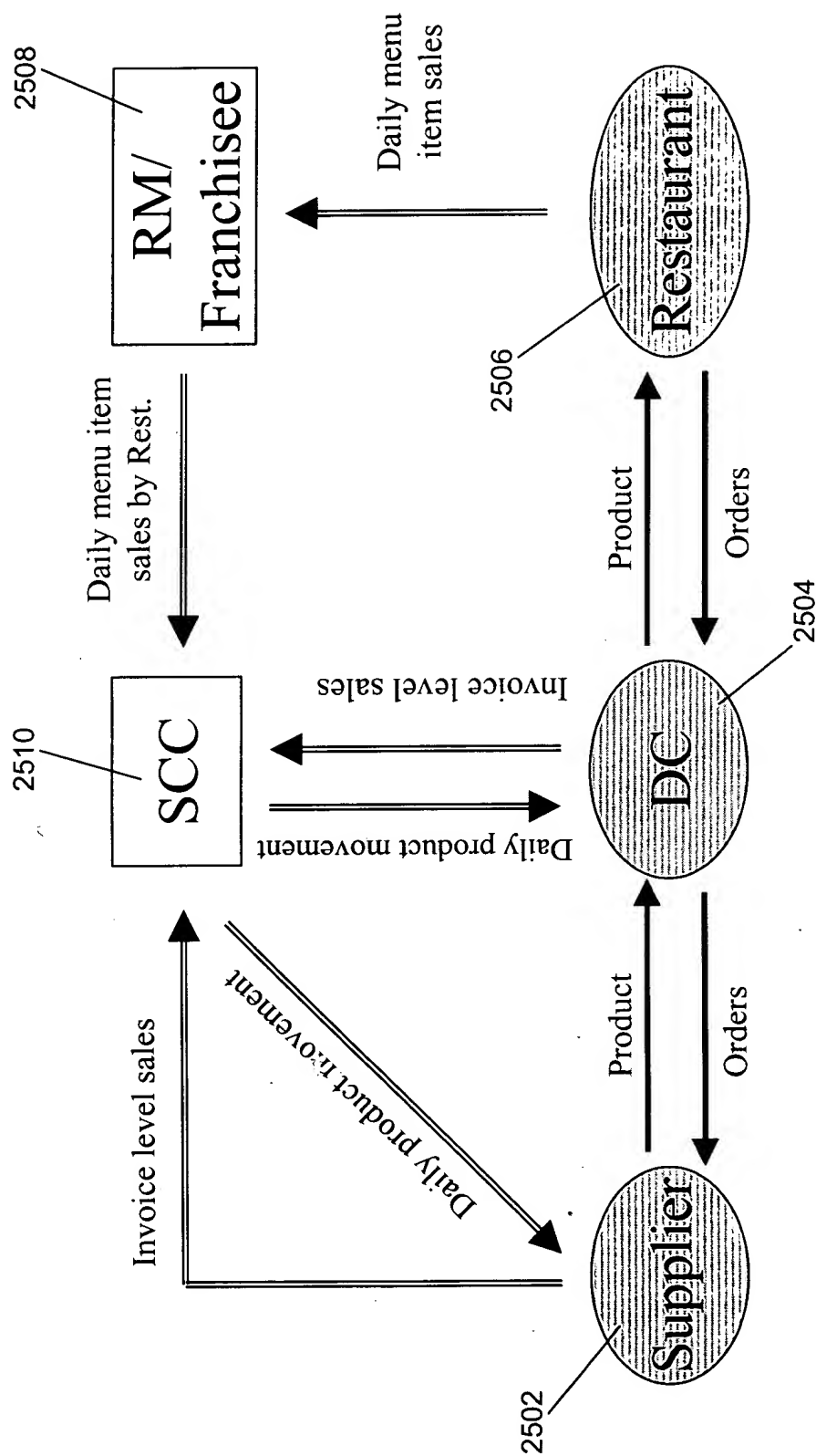




**FIG. 23**

FIG. 24





**FIG. 26**

[illegible]

# FIG. 27

2700



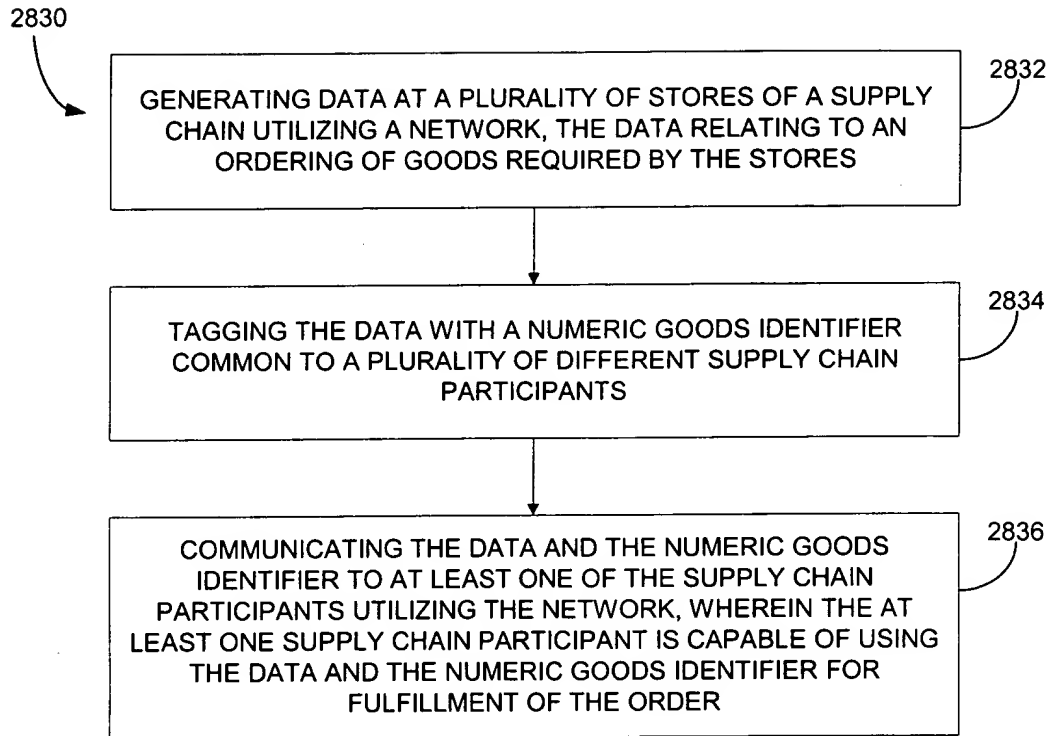
## Promotional Monitor - System & Regional

|  |                   | History  |          |          |          | Week #1 |         |         |         |         |         |         |          |
|--|-------------------|----------|----------|----------|----------|---------|---------|---------|---------|---------|---------|---------|----------|
|  |                   | W-4      | W-3      | W-2      | W-1      | D+1     | D+2     | D+3     | D+4     | D+5     | D+6     | D+7     | Total    |
| Total Sales(\$/Store)  |                   | \$23,000 | \$23,500 | \$23,250 | \$23,450 | \$2,888 | \$3,150 | \$3,413 | \$3,413 | \$3,675 | \$5,513 | \$4,200 | \$26,250 |
| Menu/Item Sales for Key Products(units/restaurant/week)                  |                   |          |          |          |          |         |         |         |         |         |         |         |          |
| Category   | Segment           |          |          |          |          |         |         |         |         |         |         |         |          |
| Whopper  | WHOPPERS          | 215      | 211      | 228      | 269      | 32      | 34      | 37      | 37      | 40      | 60      | 46      | 286      |
|  | WHOPPERS W/CHEESE | 146      | 142      | 148      | 162      | 18      | 20      | 21      | 21      | 23      | 35      | 26      | 165      |
|  | YWWM WHOPPERS     | 699      | 679      | 714      | 813      | 94      | 103     | 111     | 111     | 120     | 180     | 137     | 857      |
| Whopper Total  |                   | 1,060    | 1,032    | 1,090    | 1,244    | 144     | 157     | 170     | 170     | 183     | 275     | 209     | 1,309    |
| Variance from Expected (Highlighted Areas are Outside of Expected Range) |                   |          |          |          |          |         |         |         |         |         |         |         |          |
| Whopper  | WHOPPERS          | 11.4%    | -9.8%    | -23.2%   | -4.6%    | 2.3%    | 3.0%    | 1.0%    | 4.0%    | 11.0%   | 16.0%   | 8.0%    | 6.5%     |
|  | WHOPPERS W/CHEESE | 8.1%     | -8.4%    | -24.5%   | -5.8%    | 1.0%    | 4.0%    | 1.0%    | 4.0%    | 13.0%   | 14.0%   | 9.0%    | 6.6%     |
|  | YWWM WHOPPERS     | 12.2%    | -10.7%   | -22.5%   | -1.9%    | 3.0%    | 3.0%    | 1.0%    | 5.0%    | 16.0%   | 19.0%   | 7.0%    | 7.7%     |
| Whopper Total  |                   | 10.6%    | -9.6%    | -23.4%   | -4.1%    | 2.1%    | 3.3%    | 1.0%    | 4.3%    | 13.3%   | 16.3%   | 8.0%    | 6.9%     |

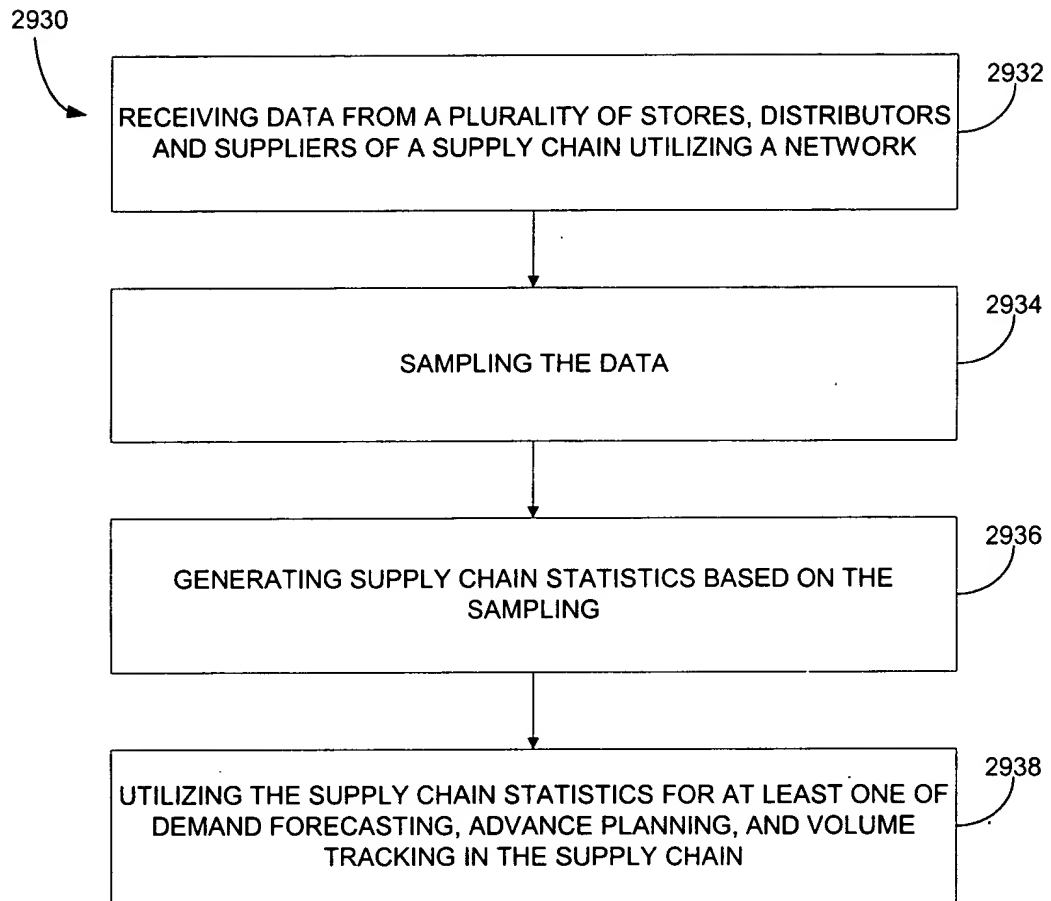
2702







**FIG. 28**



**FIG. 29**

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

**Delivery Order Fill Rate**

Total Cases Ordered: 65712

3002

| Operations: | Cases:  | Warehouse Outs | Damages | MisPicks | Short on Truck | Overlooked and Not Returned | Total Operations |
|-------------|---------|----------------|---------|----------|----------------|-----------------------------|------------------|
|             | Percent | 0.23%          | 0.10%   | 0.09%    | 0.43%          | 0.00%                       | 568              |
|             |         |                |         |          |                |                             | 0.86%            |

3004

| Purchasing: | Cases:   | Out of Stocks | Substitutions | Out of Code | Total Purchasing |
|-------------|----------|---------------|---------------|-------------|------------------|
|             | Percent: | 1.51%         | 0.11%         | 0.00%       | 1.61%            |

| Distribution Center Total: | Cases | Percent |
|----------------------------|-------|---------|
| Operations:                | 568   | 0.86%   |
| Purchasing:                | 1060  | 1.61%   |
| Grand Total:               | 1628  | 2.48%   |

Delivery Order Fill Rate: 97.52%

**On-Time Delivery Rate**

|                          |       |
|--------------------------|-------|
| Total # of Deliveries:   | 1232  |
| # of On-Time Deliveries: |       |
| On-Time Delivery Rate:   | 0.00% |

**Perfect Order Rate**

|                            |        |
|----------------------------|--------|
| Total # of Deliveries:     | 1232   |
| Total # of Perfect Orders: | 725    |
| Perfect Order Rate:        | 58.85% |

FIG. 30

3100

# Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

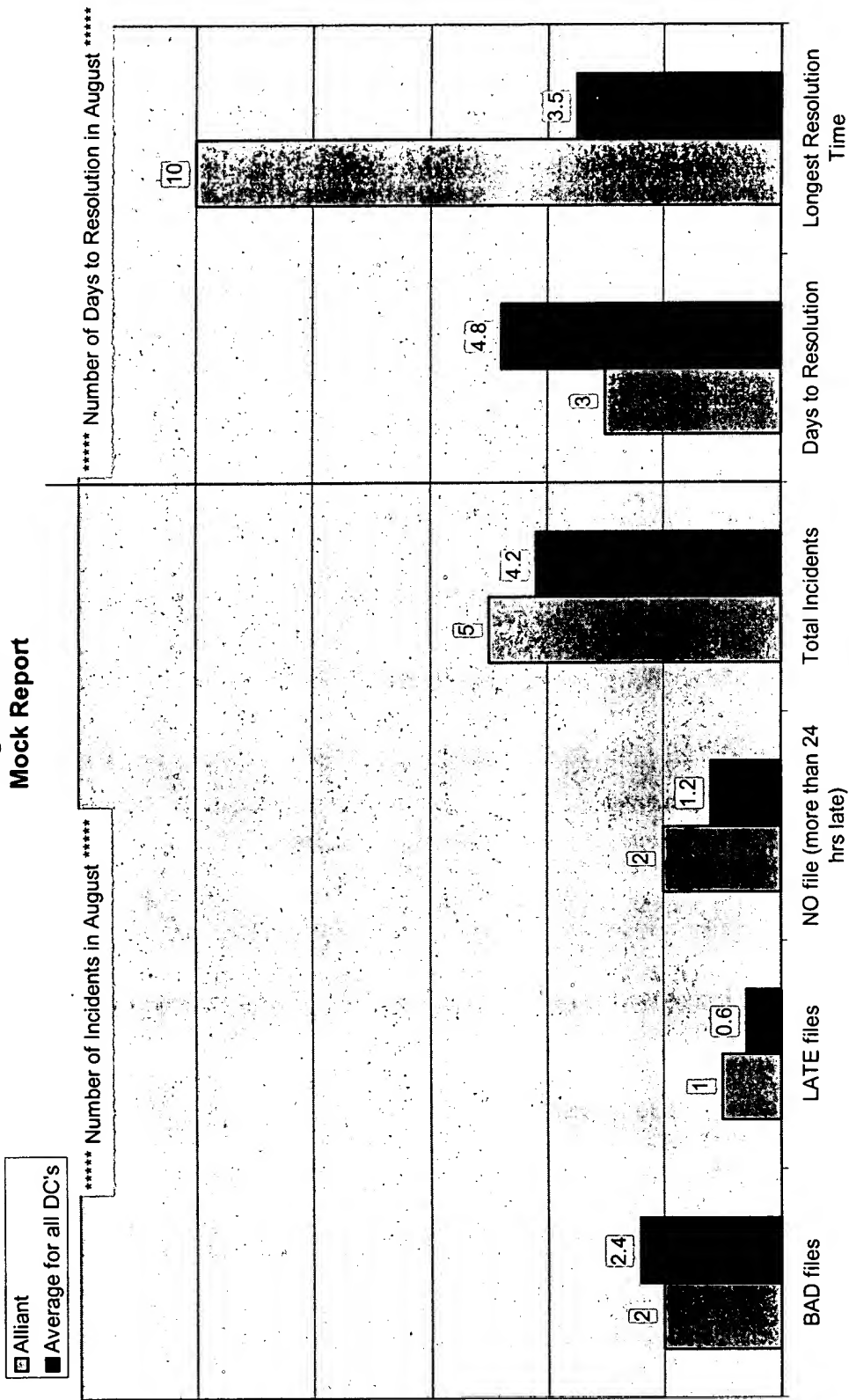


FIG. 31

When this report is generated, all of the data is current as of the date and time the report is generated.



# Service Level Reporting August

3200

|                        | Fill Rate | On - Time | Perfect Order |
|------------------------|-----------|-----------|---------------|
| Alliant Paducah        | 99.14%    | 99.06%    |               |
| Alliant Ilopeska       |           |           |               |
| Alliant Wixom          | 99.05%    | 99.17%    |               |
| King Atlanta           | 99.34%    | 92.01%    | 78.70%        |
| King Jacksonville      | 99.45%    | 99.56%    | 80.90%        |
| King Louisville        | 99.76%    | 99.65%    | 88.98%        |
| Maines 29, Conklin     | 99.41%    |           | 79.25%        |
| Maines 30, Cleveland   |           |           |               |
| Maines Long Island     | 99.41%    |           |               |
| Maines New England     | 99.13%    |           | 79.83%        |
| MBM Fullerton          |           | 92.15%    | #DIV/0!       |
| MBM Lewisville         | 99.56%    | 92.88%    | #DIV/0!       |
| MBM Orlando            | 99.47%    | 95.80%    | #DIV/0!       |
| MBM Rocky Mount        | 99.13%    | 92.45%    | #DIV/0!       |
| McCabets               | 99.00%    | 99.72%    | 96.84%        |
| McLane Lubbock         | #DIV/0!   | #DIV/0!   | #DIV/0!       |
| Nicholas & Co.         | 99.80%    | 98.04%    | 85.37%        |
| PED Supply             | 99.16%    | 99.76%    | 80.12%        |
| PEG Victoria           | 99.42%    | #DIV/0!   |               |
| PYA Monarch            | 99.20%    | 97.76%    |               |
| Reinhart Cedar Rapids  | 99.05%    | 98.85%    |               |
| Reinhart Oak Creek     | 99.31%    | 98.69%    |               |
| Reinhart Rogers        | 99.60%    | 85.49%    |               |
| Restaurants NW         | 99.03%    | 99.07%    | 80.47%        |
| Shamrock Commerce City | 99.54%    | 94.86%    | 85.18%        |
| Shamrock Phoenix       | 98.81%    | 88.88%    |               |
| Sigma Harrisburg       | 99.39%    |           | 99.38%        |
| Sigma Stockton         | 99.88%    |           |               |
| Sysco                  | 99.88%    | 100.00%   | 92.47%        |

|         | Fill Rate | On - Time | Perfect Order |
|---------|-----------|-----------|---------------|
| BKC Min | 98.50%    | 90.00%    | 78.00%        |
| RSI Min | 99.50%    | 90.00%    | 80.00%        |

|                      |
|----------------------|
| OK                   |
| Didn't meet RSI Min. |
| Didn't meet BK Min.  |

FIG. 32

# FIG. 33

3300

## Vendor:

XYZ Company

## Time Period:

Aug-00

3300

## Delivery Statistics:

DC Requested Lead-Time  
DC Adherence to Lead-Time  
Days Delivery Late  
On-Time Delivery Percentage  
Hours Delivery Late

|      |
|------|
| 4    |
| 95%  |
| 1.7  |
| 95%  |
| 0.93 |

## Invoice, Payment and Pricing:

Days for Payment  
Monthly FOB Variance  
Monthly Freight Variance  
Monthly Total Variance

|           |
|-----------|
| 12        |
| \$ 30,152 |
| \$ 3,594  |
| \$ 33,746 |

## Invoice Accuracy:

Invoice Fill Rate  
PO Accepted Rate  
Perfect Order Percentage

|        |
|--------|
| 97.25% |
| 99.00% |
| 92.34% |

## Inventory Management:

### Average Days On Hand

SKU #1  
SKU #2

|    |
|----|
| 19 |
| 22 |

### Max Days On Hand

SKU #1  
SKU #2

|    |
|----|
| 40 |
| 32 |

### Monthly Carrying Cost

SKU #1  
SKU #2

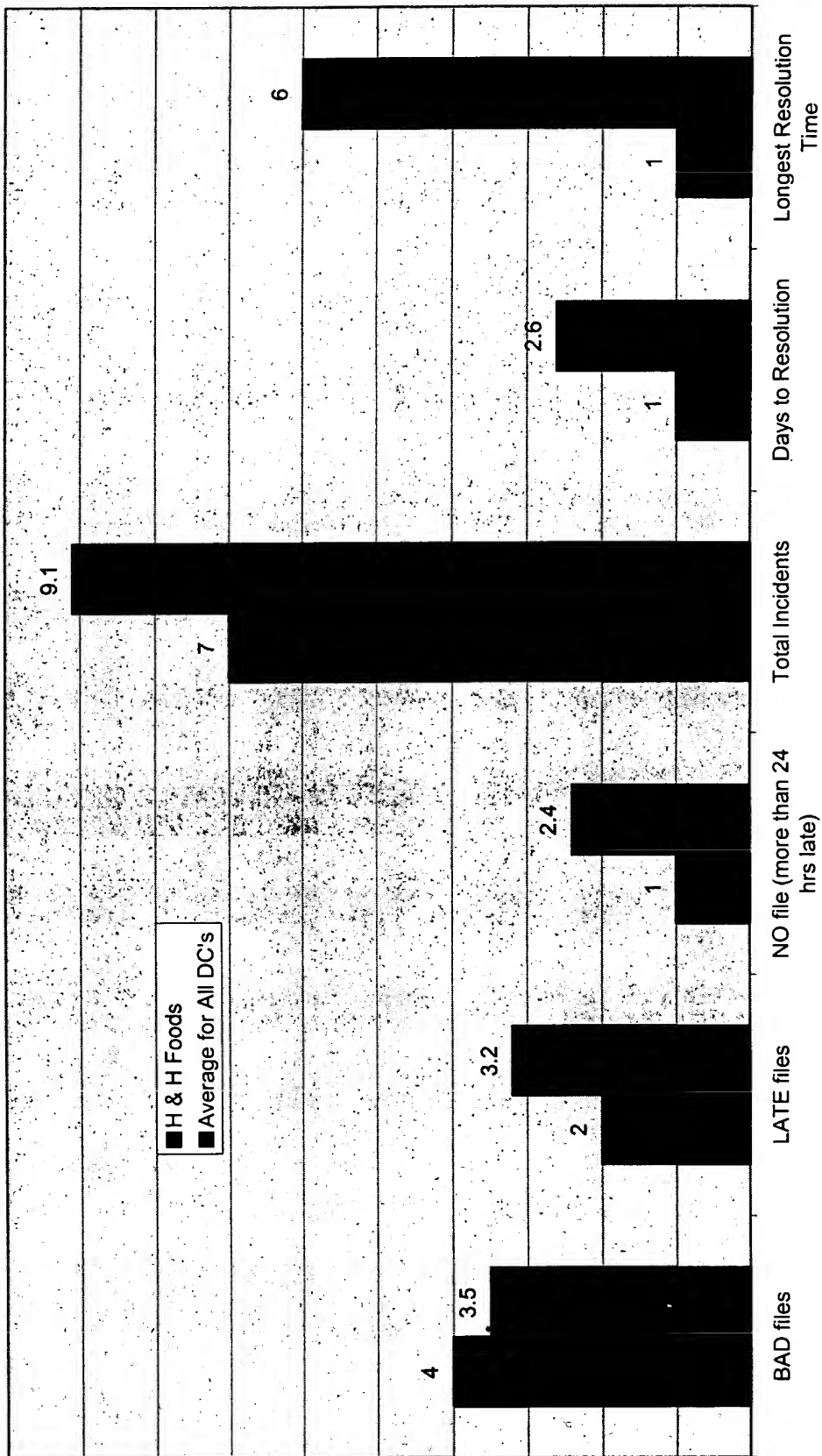
|           |
|-----------|
| \$ 42,513 |
| \$ 12,589 |
| 1.25%     |

Average as % FOB

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400 →





3500

FIG. 35

Service Level Reporting  
November - Mock Report

|                                | Monthly Total<br>Overcharge | Perfect Order<br>Percentage | Monthly Carrying<br>% Invoice FOB |
|--------------------------------|-----------------------------|-----------------------------|-----------------------------------|
| GOODIES                        | \$1,204                     |                             | 2.33%                             |
| COMARK INSTRUMENTS, INC.       | \$2,188                     |                             |                                   |
| WHITEFORD FOODS, INC.          | \$0                         | 97.3%                       | 2.44%                             |
| IEPAGE BAKERY/COUNTRY KITCHEN  | \$5,702                     |                             |                                   |
| NCRSYSTEMEDIA                  | \$0                         | 92.1%                       | 2.16%                             |
| SIGNATURE MEATS GROUP          | \$0                         |                             | 1.94%                             |
| SCHWEBEL'S BAKING CO.          | \$0                         | 95.1%                       | 1.50%                             |
| MAUI CUP                       | \$0                         |                             |                                   |
| MIRAPLASTICS                   | \$0                         |                             | 1.25%                             |
| DIXIE PRODUCE & PACKAGING      | \$0                         |                             |                                   |
| NORTLAKE, INC.                 | \$0                         |                             |                                   |
| FORT JAMES OPERATING COMPANY   | \$0                         | 88.6%                       | 1.46%                             |
| FRESH ADVANTAGE, INC.          | \$0                         |                             | 1.30%                             |
| SILVER KING EMM CORP.          | \$0                         |                             |                                   |
| TYSON FOODS                    | \$0                         |                             |                                   |
| READY ACCESS                   | \$0                         |                             |                                   |
| GEORGIA PACIFIC TISSUE         | \$0                         |                             | 2.44%                             |
| GLOUGHERY PACKING              | \$0                         | 94.8%                       | 2.51%                             |
| BEVERAGE AIR                   | \$0                         | 93.4%                       |                                   |
| COMPONENT HARDWARE GROUP, INC. | \$0                         |                             | 2.06%                             |
| COCOA CO. USA                  | \$0                         |                             |                                   |
| TOASTMASTER                    | \$1,909                     | 93.5%                       | 1.55%                             |
| GRANT COUNTY FOODS             | \$0                         | 96.3%                       | 2.20%                             |
| FRESH EXPRESS                  | \$0                         |                             |                                   |
| TAYLOR FARMS                   | \$0                         |                             | 1.04%                             |
| MODULAR DISPENSING SYSTEM      | \$0                         |                             |                                   |
| CENTURY PRODUCTS, LLC          | \$6,428                     |                             |                                   |
| ROSE PACKING COMPANY           | \$0                         | 93.8%                       | 2.98%                             |

|         | Monthly Total<br>Overcharge | Perfect Order<br>Percentage | Monthly Carrying<br>% Invoice FOB |
|---------|-----------------------------|-----------------------------|-----------------------------------|
| RSI Min | \$5,000.00                  | 92.00%                      | 3.00%                             |

|                          |                      |
|--------------------------|----------------------|
| <input type="checkbox"/> | OK                   |
| <input type="checkbox"/> | Didn't meet RSI Min. |



Report generated on 11/11/2009 10:00 AM by: [redacted]

3600

## Mock Report/1

|  | FY 01 | Oct-00 | Nov-00 | Dec-00 | Jan-01 | Feb-01 | Mar-01 | Apr-01 | May-01 |
|--|-------|--------|--------|--------|--------|--------|--------|--------|--------|
|--|-------|--------|--------|--------|--------|--------|--------|--------|--------|

### Food Cost Index

|        |       |       |       |       |        |        |        |        |       |
|--------|-------|-------|-------|-------|--------|--------|--------|--------|-------|
| Plan   | 99.75 | 99.69 | 99.20 | 98.63 | 100.33 | 100.49 | 101.12 | 100.44 | 99.92 |
| Actual |       | 99.10 | 98.90 |       |        |        |        |        |       |

Variance  
Good/(Bad)

0.59  
0.30

### Total Dollar Purchases (in Millions) /2

|        |            |          |          |          |          |          |          |          |          |
|--------|------------|----------|----------|----------|----------|----------|----------|----------|----------|
| Plan   | \$2,237.24 | \$183.98 | \$182.73 | \$184.54 | \$187.33 | \$187.03 | \$189.14 | \$187.47 | \$186.83 |
| Actual |            | \$182.84 | \$182.08 |          |          |          |          |          |          |

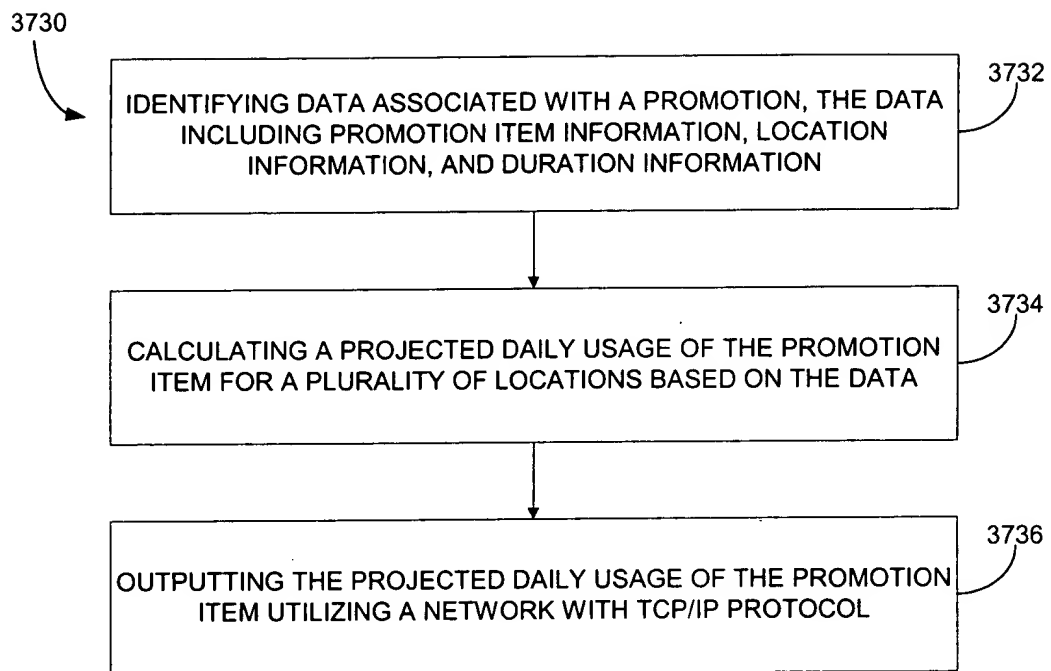
Variance  
Good/(Bad)

\$1.14  
0.6%

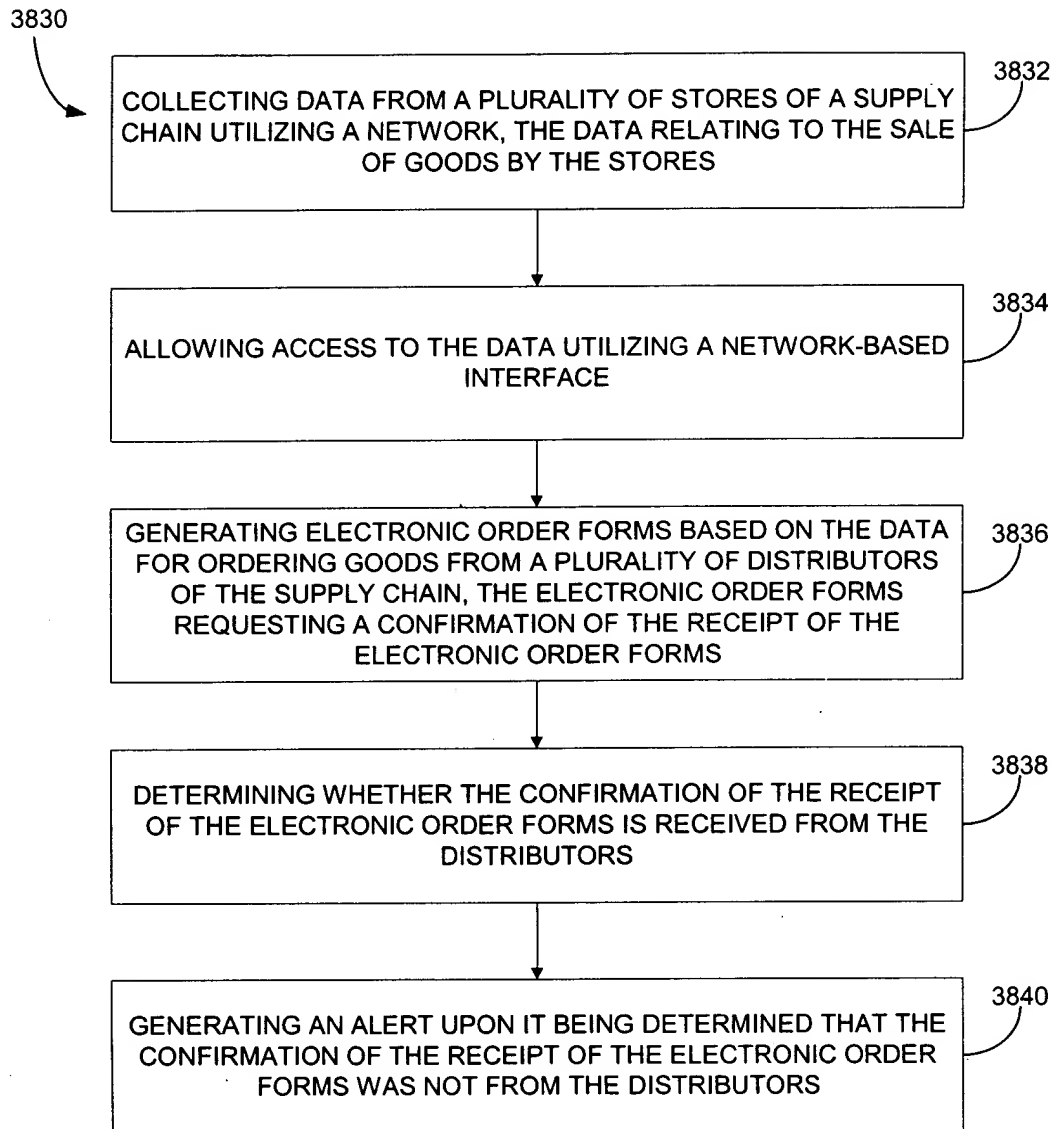
\$0.65  
0.4%

/1 Includes on food cost index items.  
/2 Based on FY 99 Sales Volumes

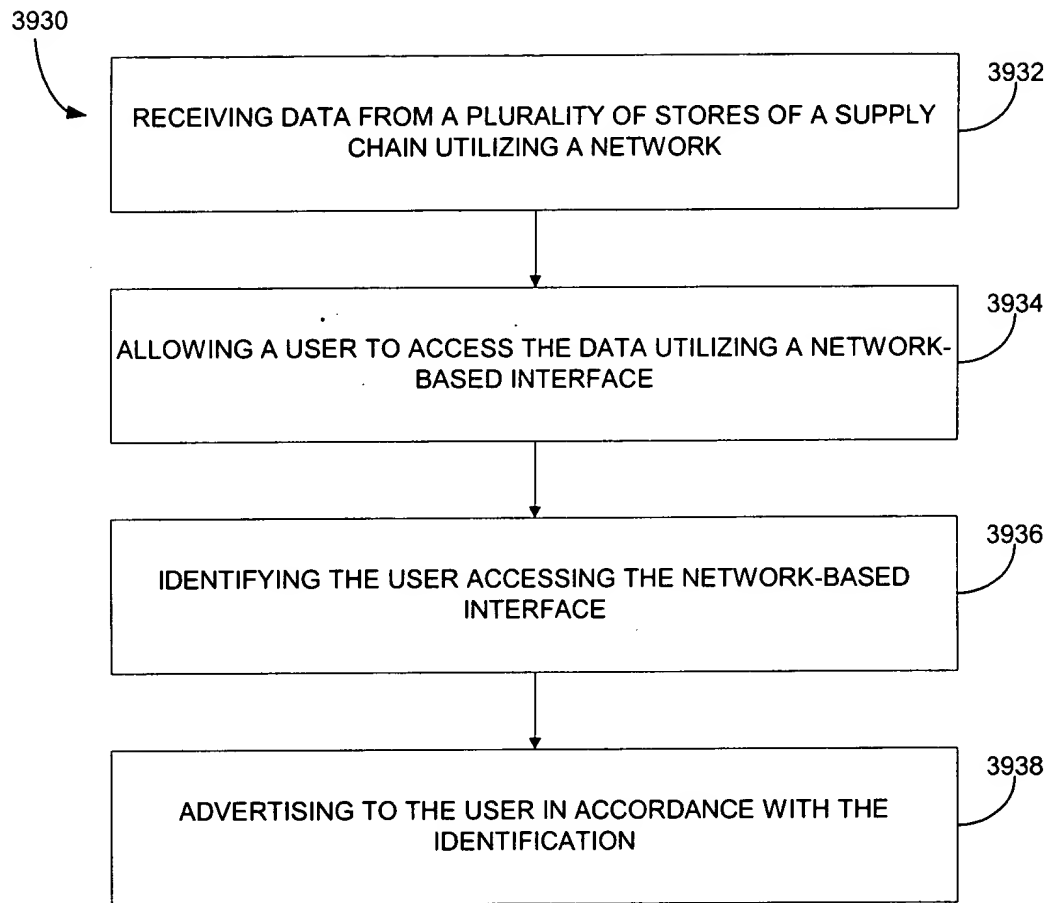
FIG. 36



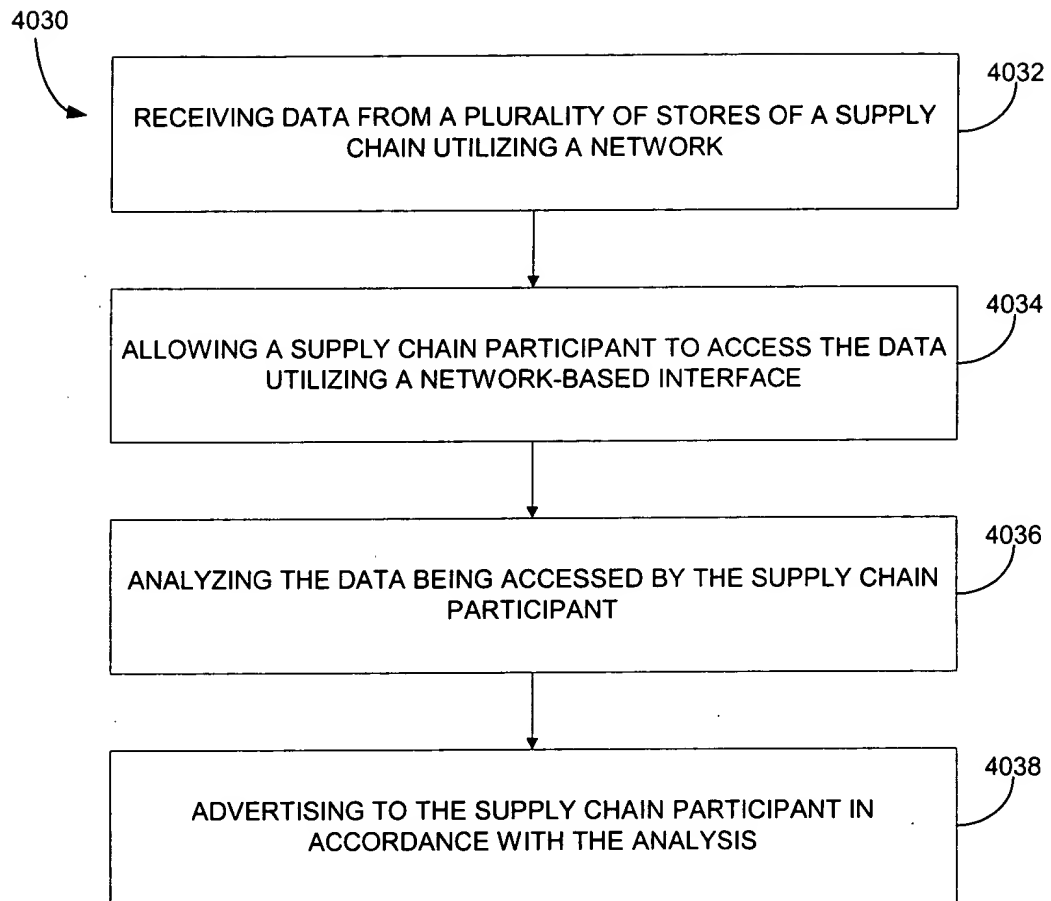
**FIG. 37**



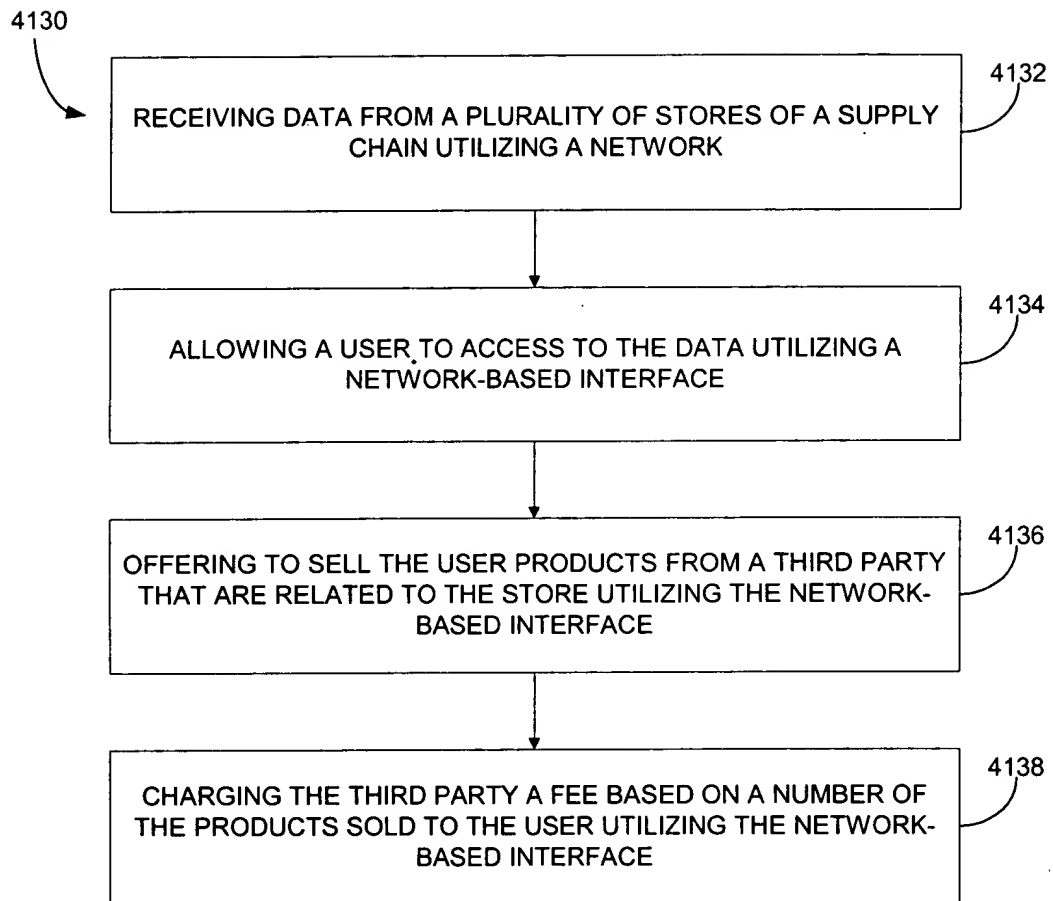
**FIG. 38**



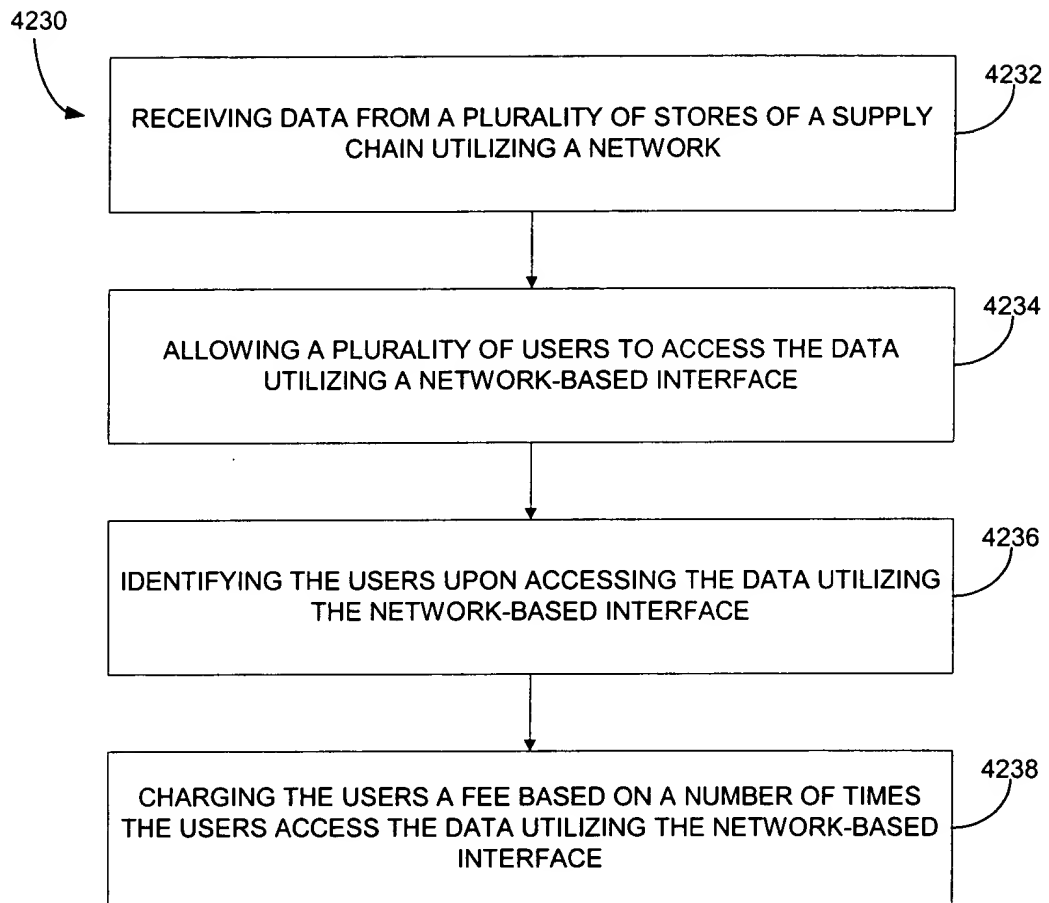
**FIG. 39**



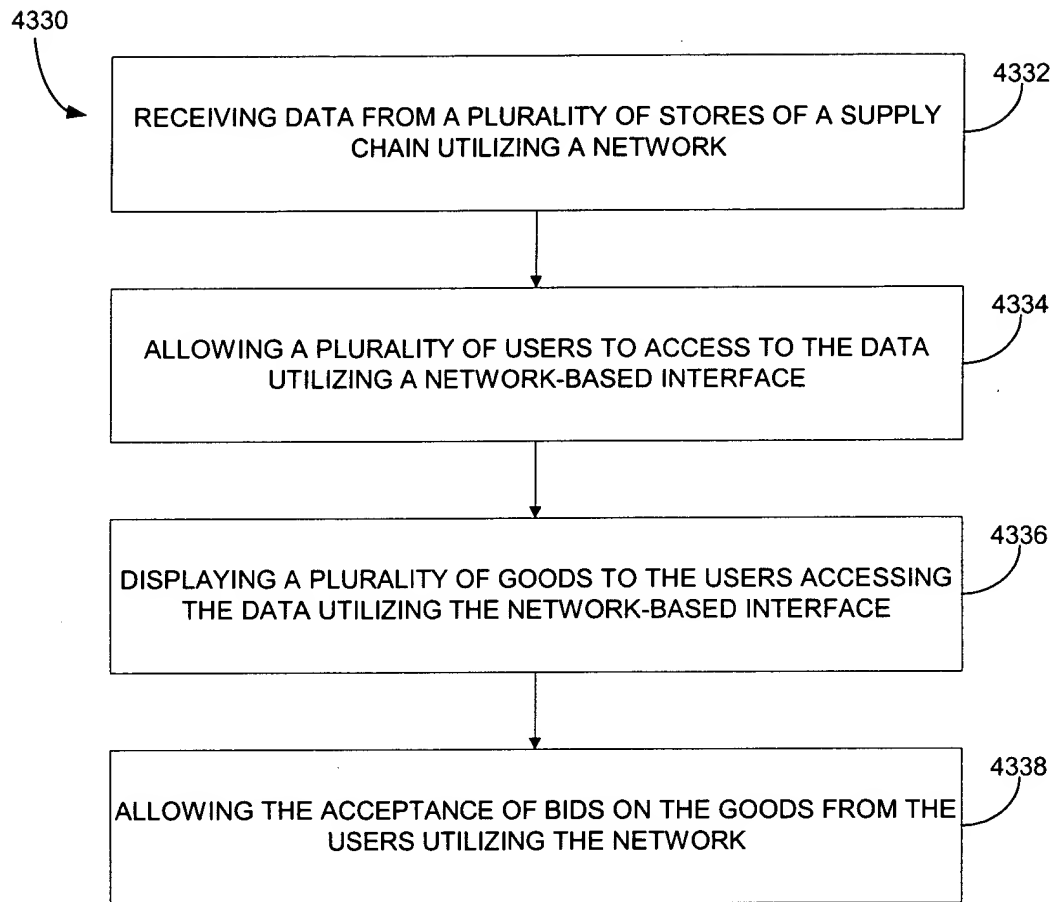
**FIG. 40**



**FIG. 41**

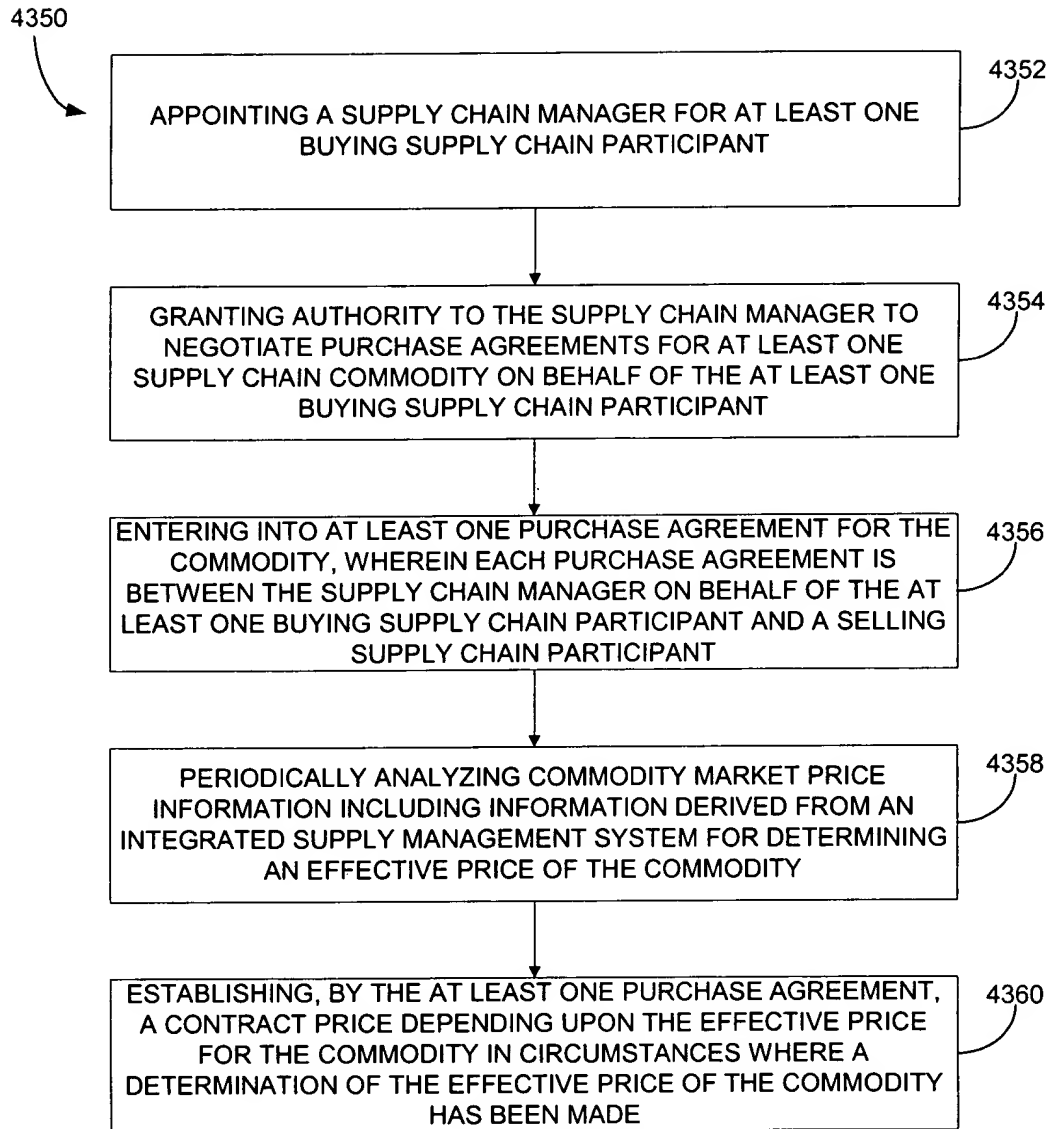


**FIG. 42**

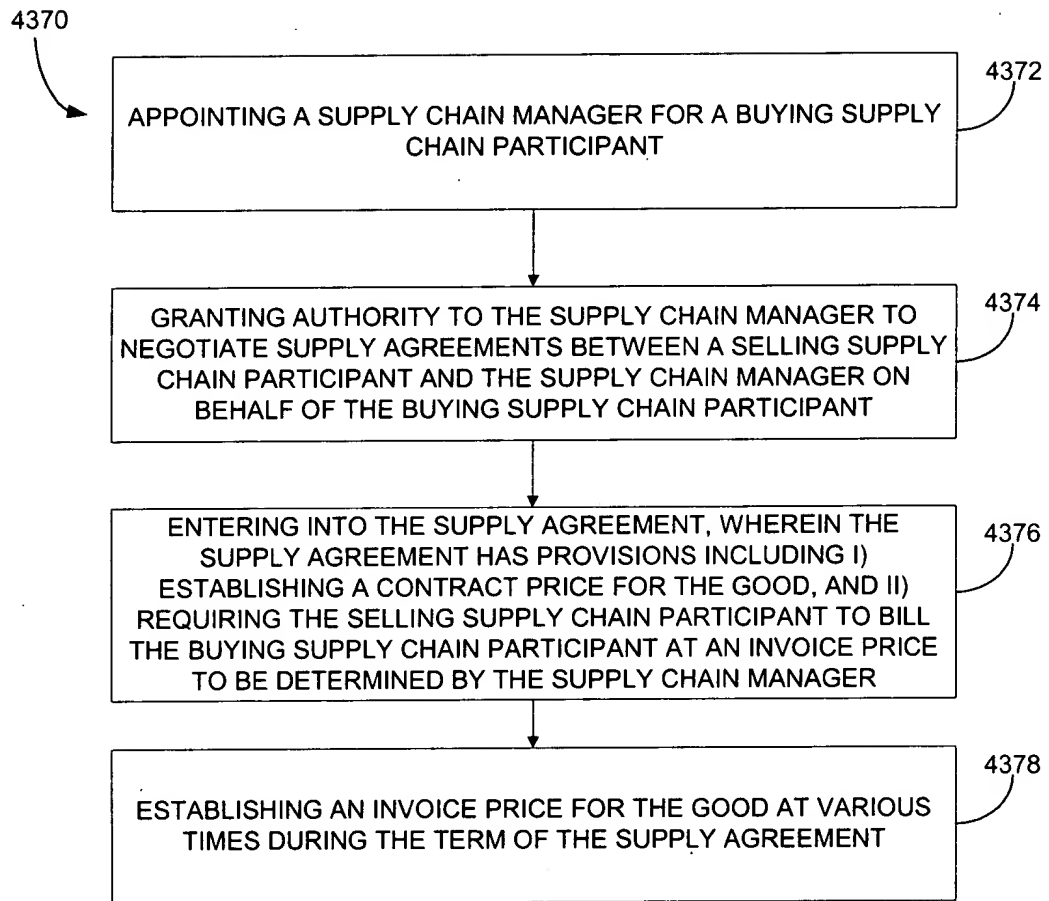


**FIG. 43A**





**FIG. 43B**



**FIG. 43C**

4386

APPOINTING A SUPPLY CHAIN MANAGER FOR AT LEAST ONE  
BUYING SUPPLY CHAIN PARTICIPANT

4388

AUTHORIZING THE SUPPLY CHAIN MANAGER TO NEGOTIATE  
SUPPLY AGREEMENTS FOR AT LEAST ONE GOOD ON BEHALF OF  
THE AT LEAST ONE BUYING SUPPLY CHAIN PARTICIPANT

4390

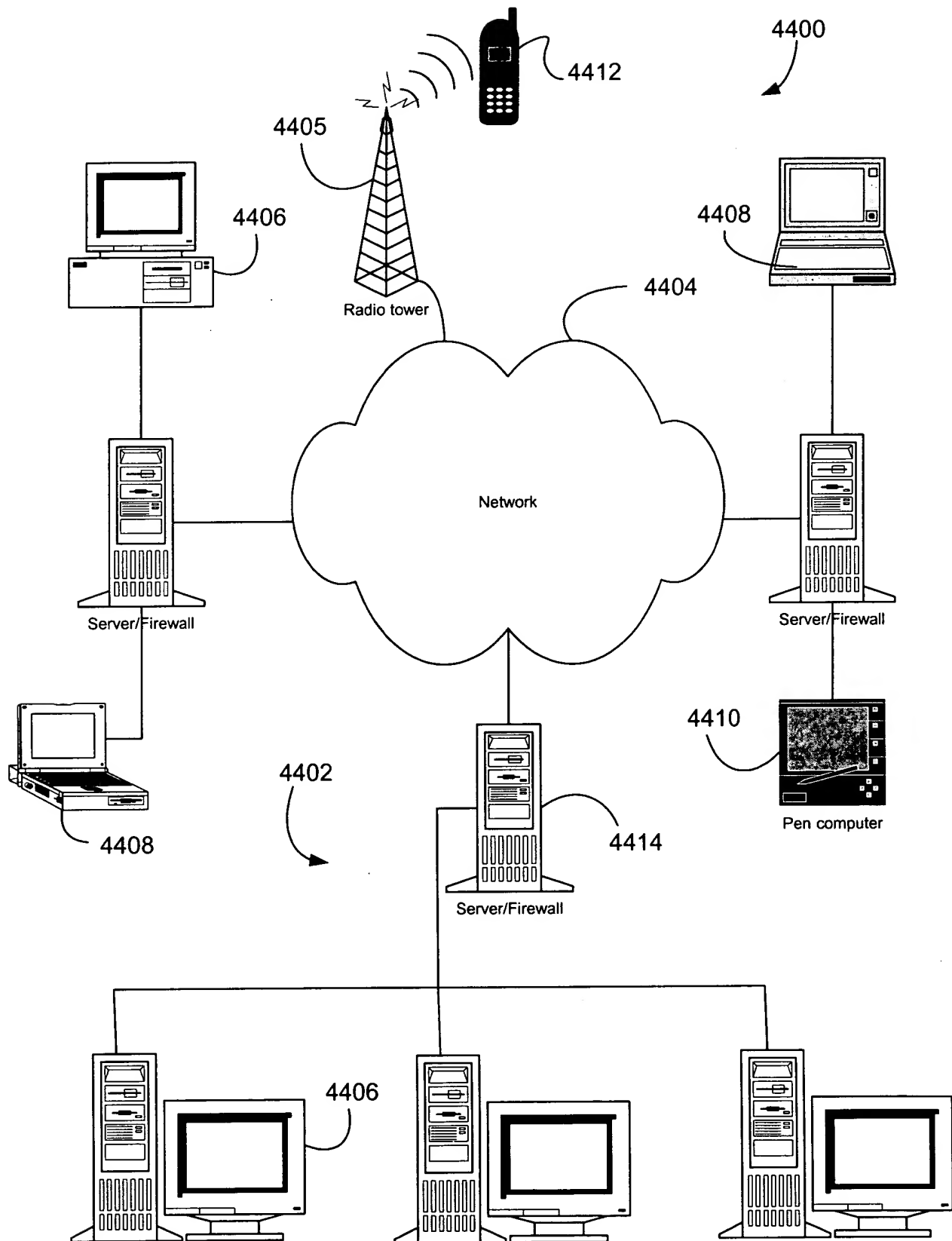
ENTERING INTO AT LEAST ONE SUPPLY AGREEMENT FOR THE AT  
LEAST ONE GOOD, WHEREIN PROVISIONS OF THE SUPPLY  
AGREEMENT INCLUDE: (I) PRICING FOR EACH ONE GOOD SHALL  
BE BASED UPON FACTORS INCLUDING AN ACTUAL MARKET  
PRICE OF AT LEAST ONE COMMODITY WHEN THE SUPPLY CHAIN  
MANAGER HAS NOT ESTABLISHED A COMMODITY POSITION  
PRICE; AND (II) PRICING FOR EACH ONE GOOD SHALL BE BASED  
UPON FACTORS INCLUDING A COMMODITY POSITION PRICE OF  
AT LEAST ONE COMMODITY WHEN THE SUPPLY CHAIN MANAGER  
HAS ESTABLISHED A COMMODITY POSITION PRICE

4392

PERIODICALLY ESTABLISHING THROUGH THE SUPPLY CHAIN  
MANAGER A COMMODITY POSITION PRICE

4394

**FIG. 43D**



**FIG. 44**

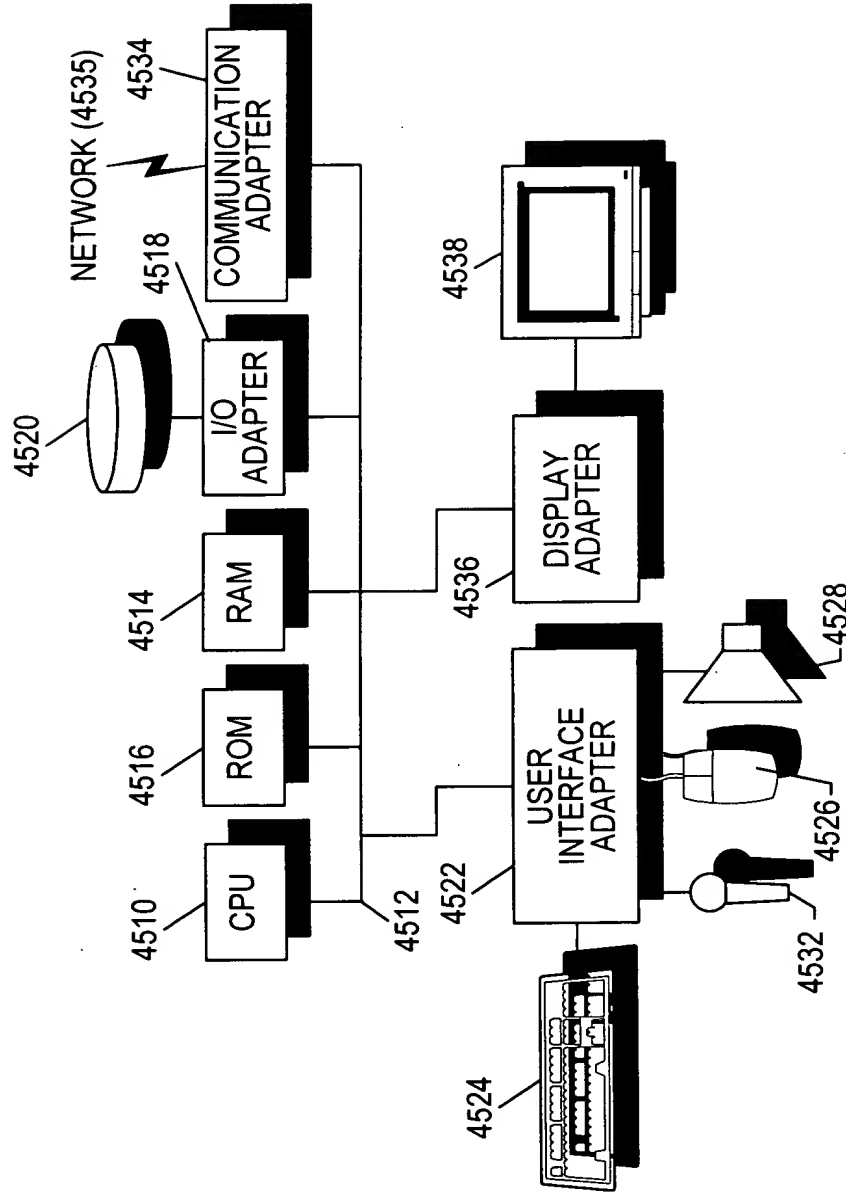
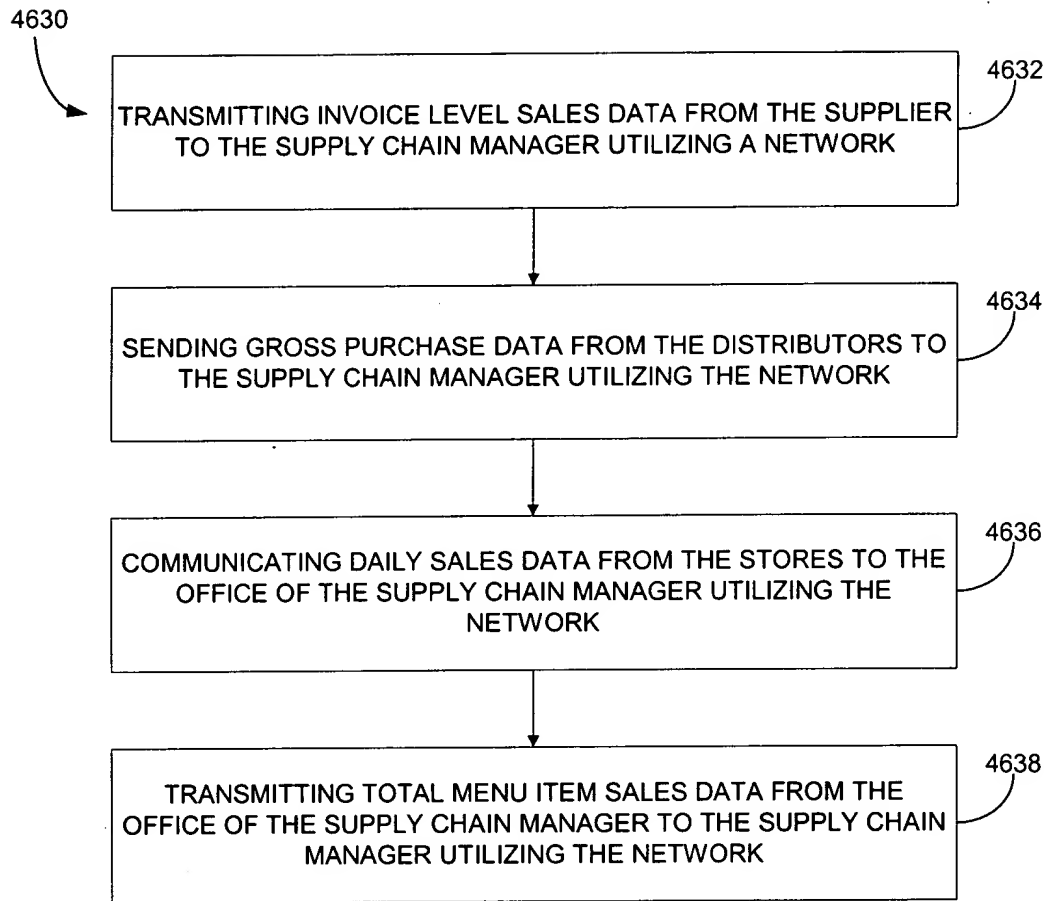
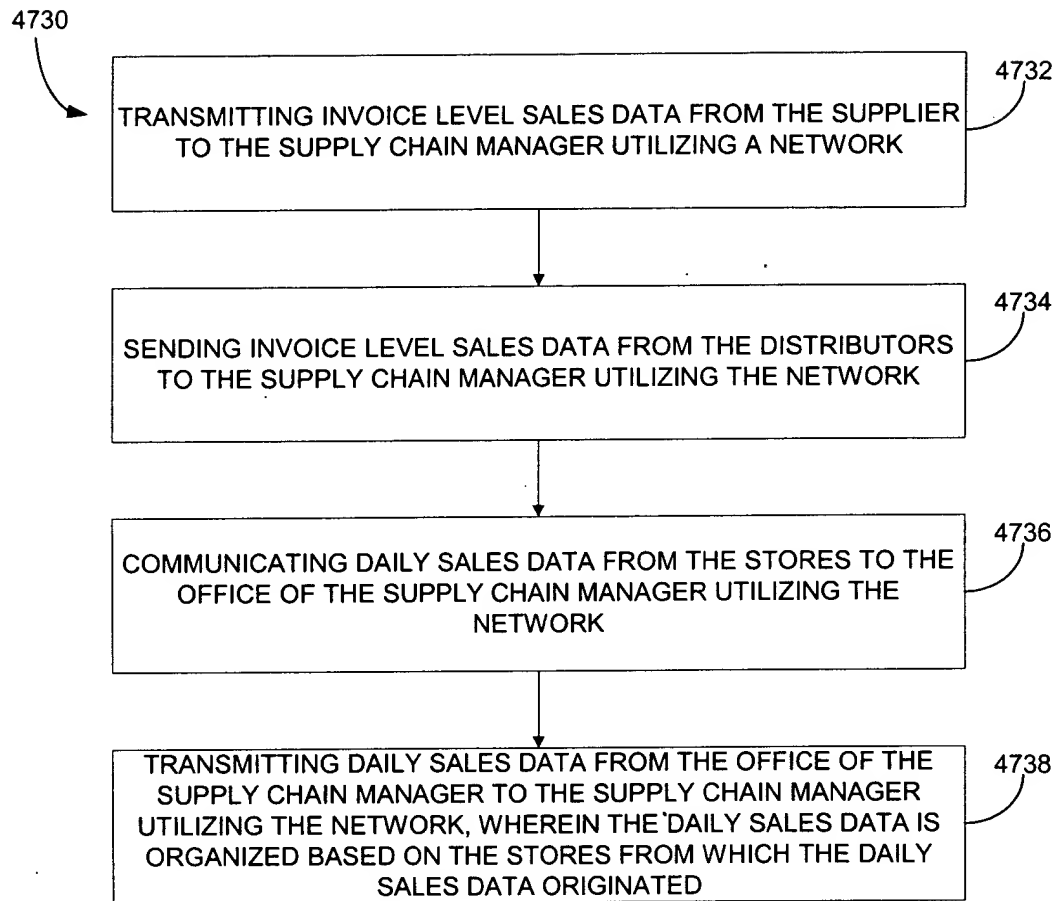


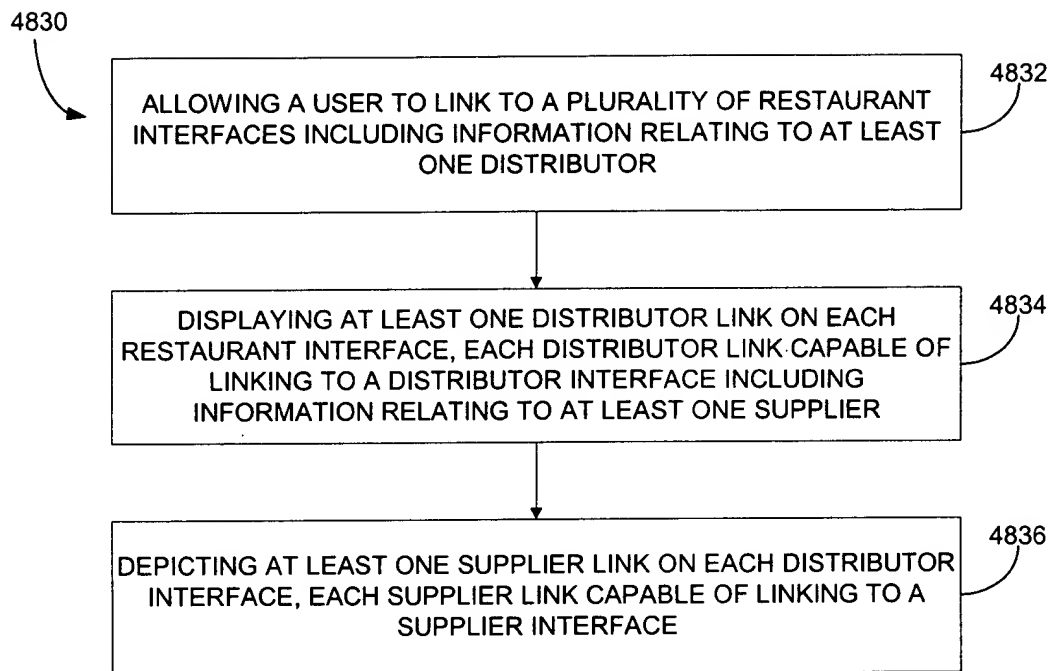
FIG. 45



**FIG. 46**



**FIG. 47**



**FIG. 48**



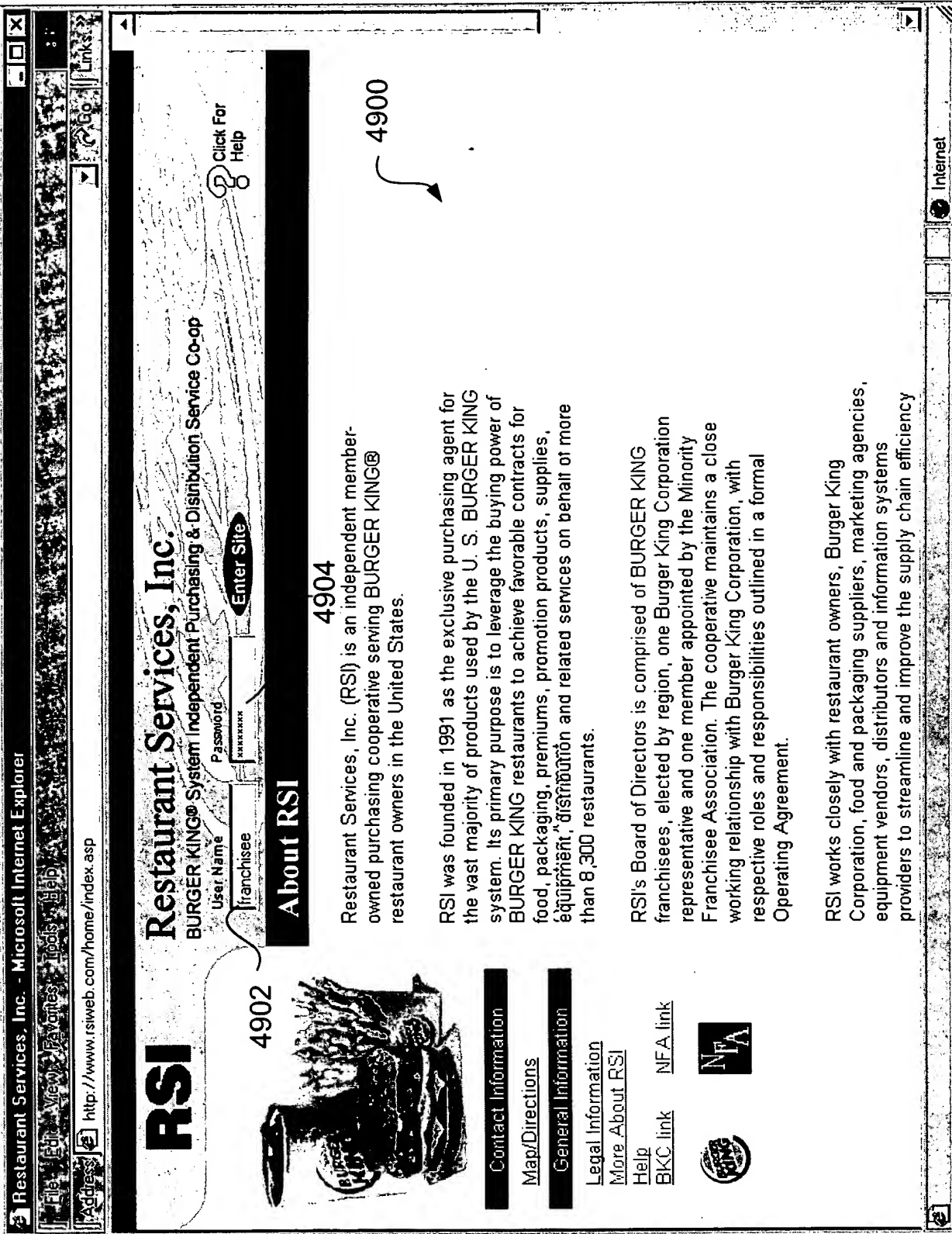


FIG. 49

RSI Main Menu - Microsoft Internet Explorer

RSI Main Menu - Microsoft Internet Explorer

File Edit View Favorites Tools Help

http://www.rsiweb.com/home/start.asp

RSI

Member

LOGOUT

HOME

Franchisee

Reports

Personal Info

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Help

5004

Welcome Franchisee User! - Tuesday, October 24, 2000

REMINDER BK Cravers Menu items will continue to be offered after national advertising ends November 5

Franchisee

5006

- [POS/BOH System](#)  
Contains electronic version of the RSI Technology Guide to the P.O.S. Systems.
- [Redbook](#)
- [More](#)

Reports

5008

- [Landed Cost](#)  
The Distributor's costs for products that are purchased under RSI contracts - the basis for the price paid by the restaurants for distribution services.
- [More](#)

Personal Info

5010

- [Change Password](#)
- [Edit Personal Info](#)  
Edit your personal information.
- [More](#)

Legal Information

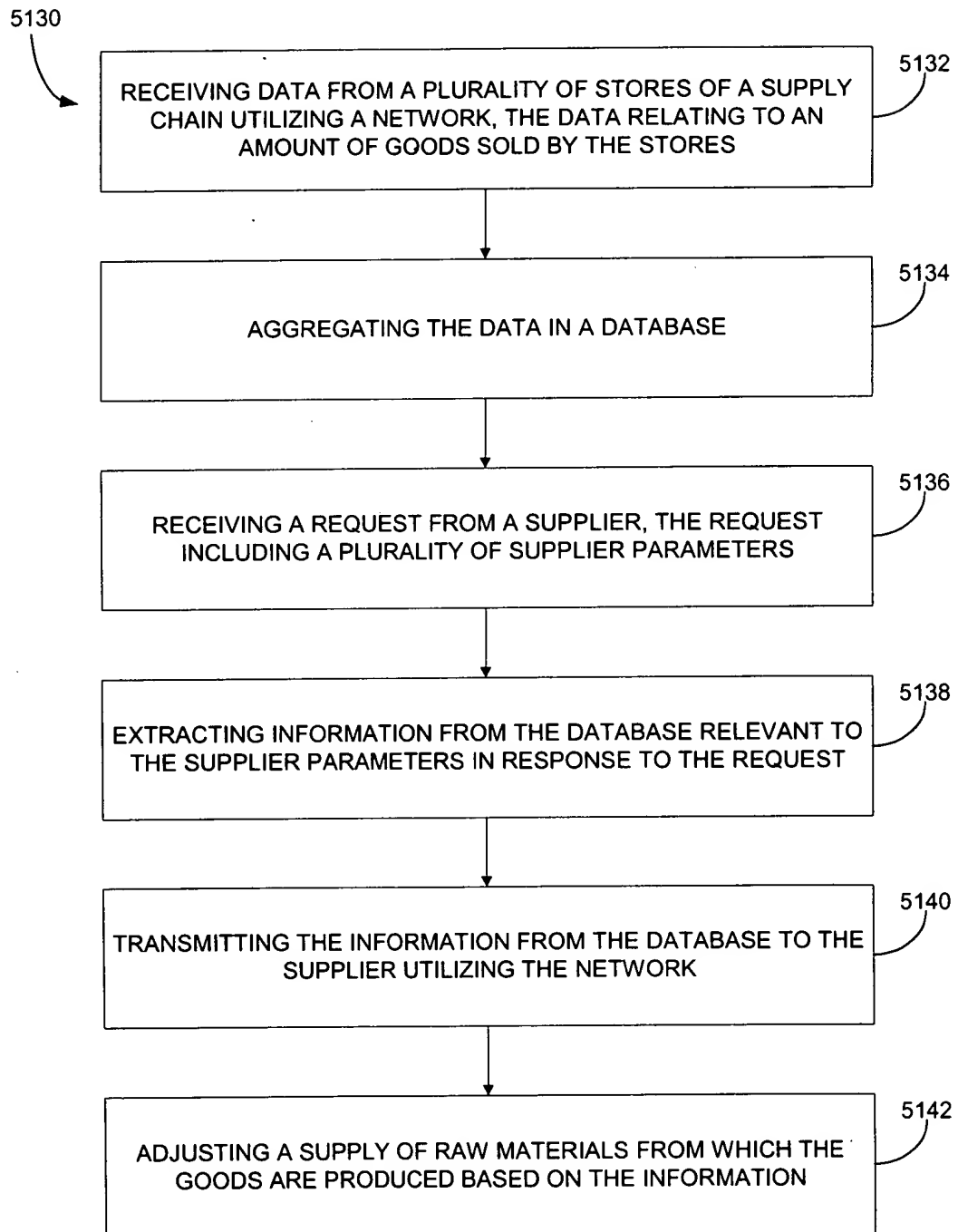
5012

Terms and conditions of usage and Privacy Statement.

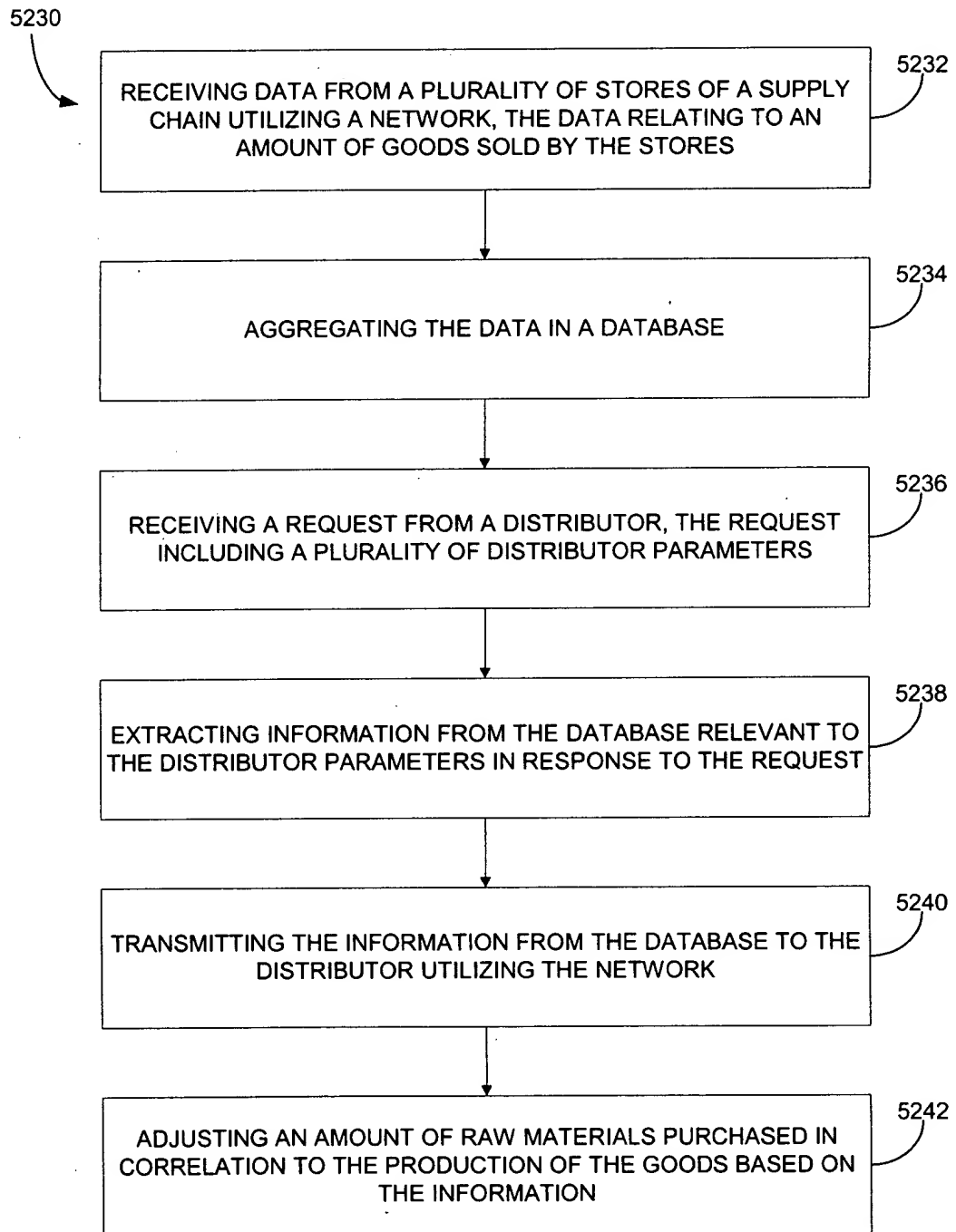
5000

©2000 Restaurant Services, Inc. All Rights Reserved.

FIG. 50



**FIG. 51**



**FIG. 52**

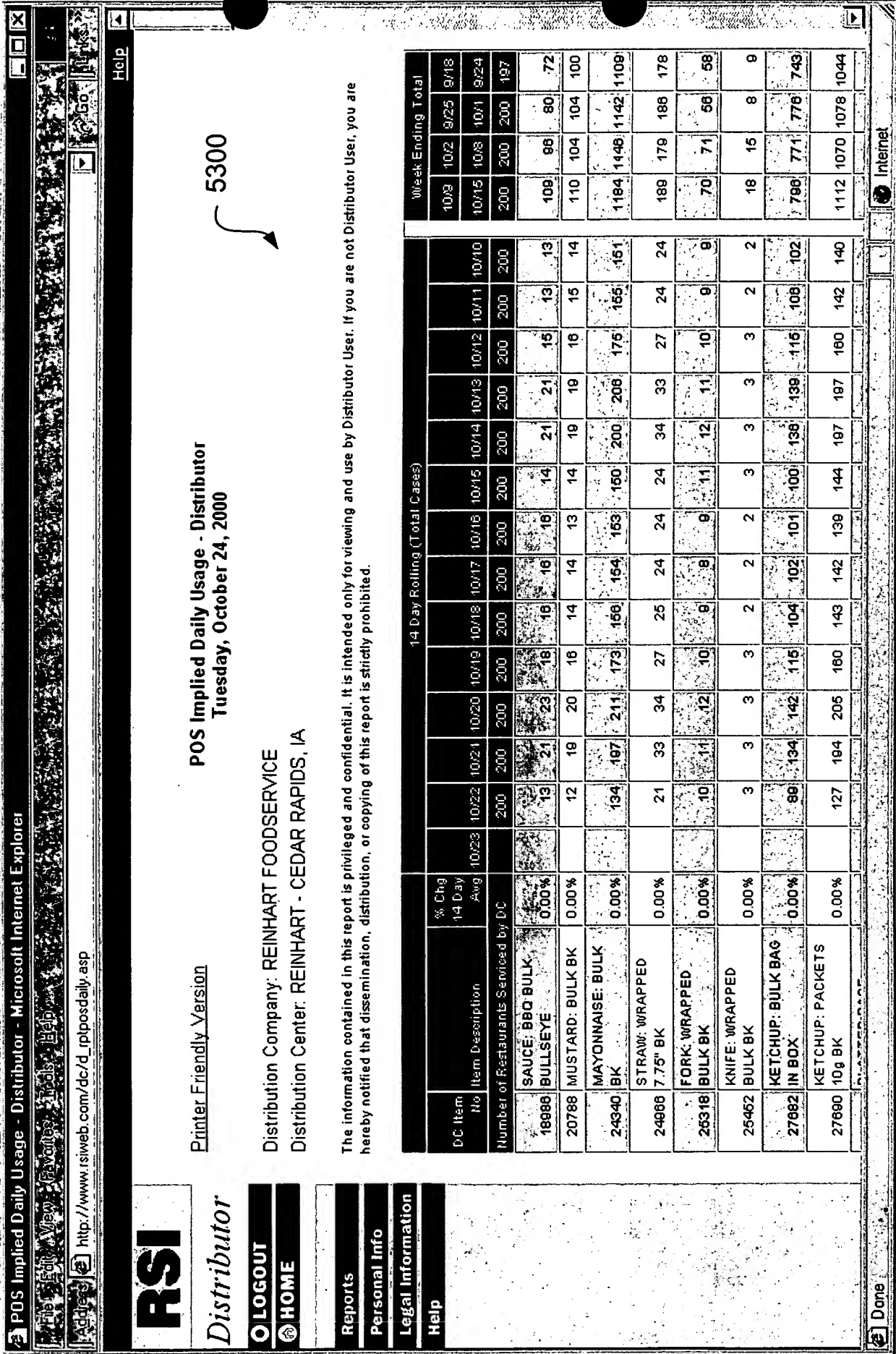


FIG. 53

**RSI**

*Distributor*

**O LOGOUT**

**HOME**

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**Personal Info**

**Legal Information**

**Help**

Printer Friendly Version

**REINHART - CEDAR RAPIDS, IA**  
**Local Promotion Summary by DC**  
**Tuesday, October 24, 2000**

5400

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| Local Promotion Option         | ADI | Start Date | Projected Dly Usage | Duration (In Weeks) | Participating Rest Count | Non-Participating Restaurants |
|--------------------------------|-----|------------|---------------------|---------------------|--------------------------|-------------------------------|
| <b>32 oz. Motor Cup</b>        |     |            |                     |                     |                          |                               |
| Chicago, IL                    |     | 5/1/00     | 85                  | 99                  | 8                        |                               |
| Davenport-Rt-Moline, IA        |     | 6/1/00     | 85                  | 32                  | 17                       |                               |
| Des Moines-Ames, IA            |     | 7/10/00    | 85                  | 17                  | 28                       |                               |
| Omaha, NE                      |     | 7/10/00    | 85                  | 17                  | 50                       |                               |
| Peoria, IL                     |     | 6/1/00     | 85                  | 99                  | 17                       |                               |
| Sioux City, IA                 |     | 6/28/00    | 85                  | 99                  | 10                       |                               |
| Springfield-Decatur-Chmpg. IL  |     | 6/1/00     | 85                  | 99                  | 1                        |                               |
| <b>32 oz. Motor Cup Total</b>  |     |            |                     |                     | <b>131</b>               |                               |
| <b>Big King</b>                |     |            |                     |                     |                          |                               |
| Cedar Rapids-Waterloo-Dubu. IA |     | 4/15/00    |                     | 99                  | 19                       |                               |
| Davenport-Rt-Moline, IA        |     | 4/15/00    |                     | 99                  | 17                       |                               |
| Ottumwa-Kirkville, IA          |     | 4/15/00    |                     | 99                  | 3                        |                               |
| <b>Big King Total</b>          |     |            |                     |                     | <b>39</b>                |                               |
| <b>Pancake Minis</b>           |     |            |                     |                     |                          |                               |
| Chicago, IL                    |     | 5/15/00    | 20                  | 99                  | 8                        |                               |
| Peoria, IL                     |     | 5/1/00     | 20                  | 99                  | 17                       |                               |
| Sioux City, IA                 |     | 4/15/00    | 20                  | 99                  | 10                       |                               |
| <b>Pancake Minis Total</b>     |     |            |                     |                     | <b>35</b>                |                               |

**FIG. 54**

5500

Retrieve

**POS Implied Daily Usage - Supplier**  
**Tuesday, October 24, 2000**

**Supplier: TYSON FOODS**

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|                       |    | 14 Day Rolling (Total Cases) |                  |                  |       |       |       |       |       |       |       |       |       |       |       | Week Ending Total |       |       |       |       |       |      |
|-----------------------|----|------------------------------|------------------|------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------------|-------|-------|-------|-------|-------|------|
| FOB Point             | DC | RSI Item No                  | Item Description | % Chg 14 Day Avg | 10/23 | 10/22 | 10/21 | 10/20 | 10/19 | 10/18 | 10/17 | 10/16 | 10/15 | 10/14 | 10/13 | 10/12             | 10/11 | 10/10 | 10/9  | 10/2  | 9/25  | 9/18 |
| TOTAL                 |    |                              |                  |                  |       |       |       |       |       |       |       |       |       |       |       |                   |       |       |       |       |       |      |
| Total of DC Locations |    |                              |                  |                  |       |       |       |       |       |       |       |       |       |       |       |                   |       |       |       |       |       |      |
|                       | 6  | CHICKEN-PATTY                | 0.00%            |                  | 60    | 137   | 144   | 111   | 100   | 98    | 95    | 100   | 134   | 137   | 126   | 100               | 100   | 780   | 774   | 786   | 781   |      |
|                       | 7  | CHICKEN-BK<br>BROILER        | 0.00%            |                  | 35    | 51    | 60    | 48    | 46    | 43    | 43    | 40    | 53    | 60    | 48    | 46                | 41    | 330   | 327   | 354   | 344   |      |
|                       | 6  | CHICKEN-TENDERS              | 0.00%            |                  | 222   | 336   | 337   | 265   | 240   | 228   | 225   | 246   | 346   | 315   | 256   | 228               | 223   | 1,815 | 1,608 | 1,418 | 1,203 |      |
|                       |    | CHICKN                       |                  |                  |       |       |       |       |       |       |       |       |       |       |       |                   |       |       |       |       |       |      |

**FIG. 55**



**RSI**

Member

**LOGOUT**

**HOME**

Franchisee

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## Landed Cost Report

5600

Restaurant Number: 0003473

Date: 10/22/00

Retrieve

### Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris  
Contact Number: 305-529-3409

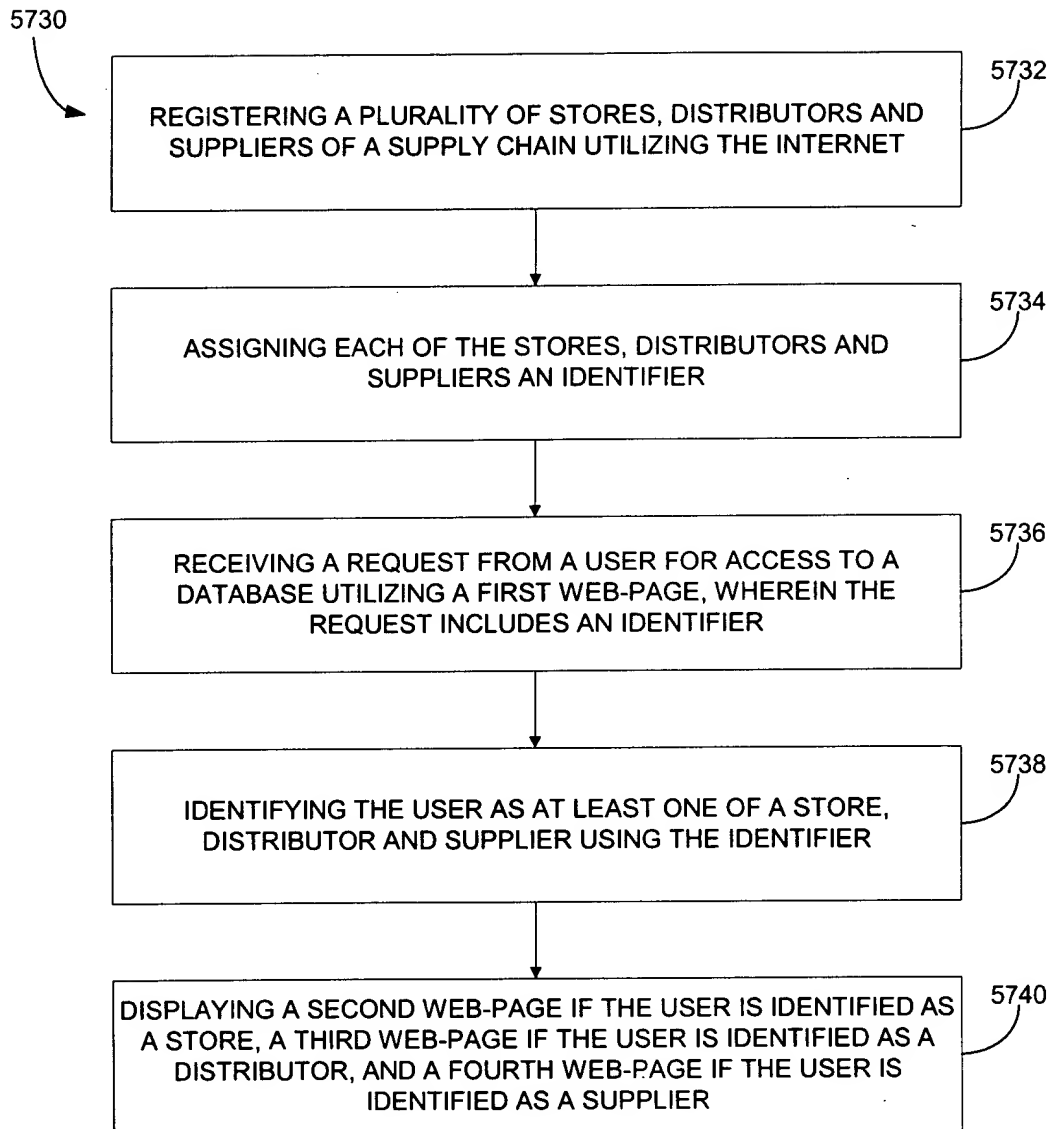
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| DC Item No | RSI Item No | RSI Item Description               | DC Cost | Markup | Rest Cost |
|------------|-------------|------------------------------------|---------|--------|-----------|
| 10340      | 4439        | REGISTER TAPE-THERMAL 2.25" X 165' | \$21.27 | \$1.57 | \$22.84   |
| 12860      | 3586        | SUGAR SUBSTITUTE-PINK PKT 2000 CT  | \$5.87  | \$1.57 | \$7.44    |
| 18986      | 369         | SAUCE-BULK-KRAFTBULLSEYE           | \$24.48 | \$1.57 | \$26.05   |
| 19432      | 4473        | COFFEE-FOLGERS REGULAR             | \$44.50 | \$1.57 | \$46.07   |
| 20788      | 67          | MUSTARD-BULK 3GAL                  | \$8.45  | \$1.57 | \$8.02    |
| 20940      | 4281        | WRAP-LOCAL OPTION                  | \$28.78 | \$1.57 | \$31.35   |
| 24340      | 66          | SAUCE-BULK MAYONNAISE              | \$7.81  | \$1.57 | \$9.38    |
| 24500      | 4270        | WATER-ICE MOUNTAIN .5L             | \$8.41  | \$1.57 | \$7.98    |

Internet

FIG. 56





**FIG. 57**

FIG. 58 is a block diagram of a supply chain management system 5800.

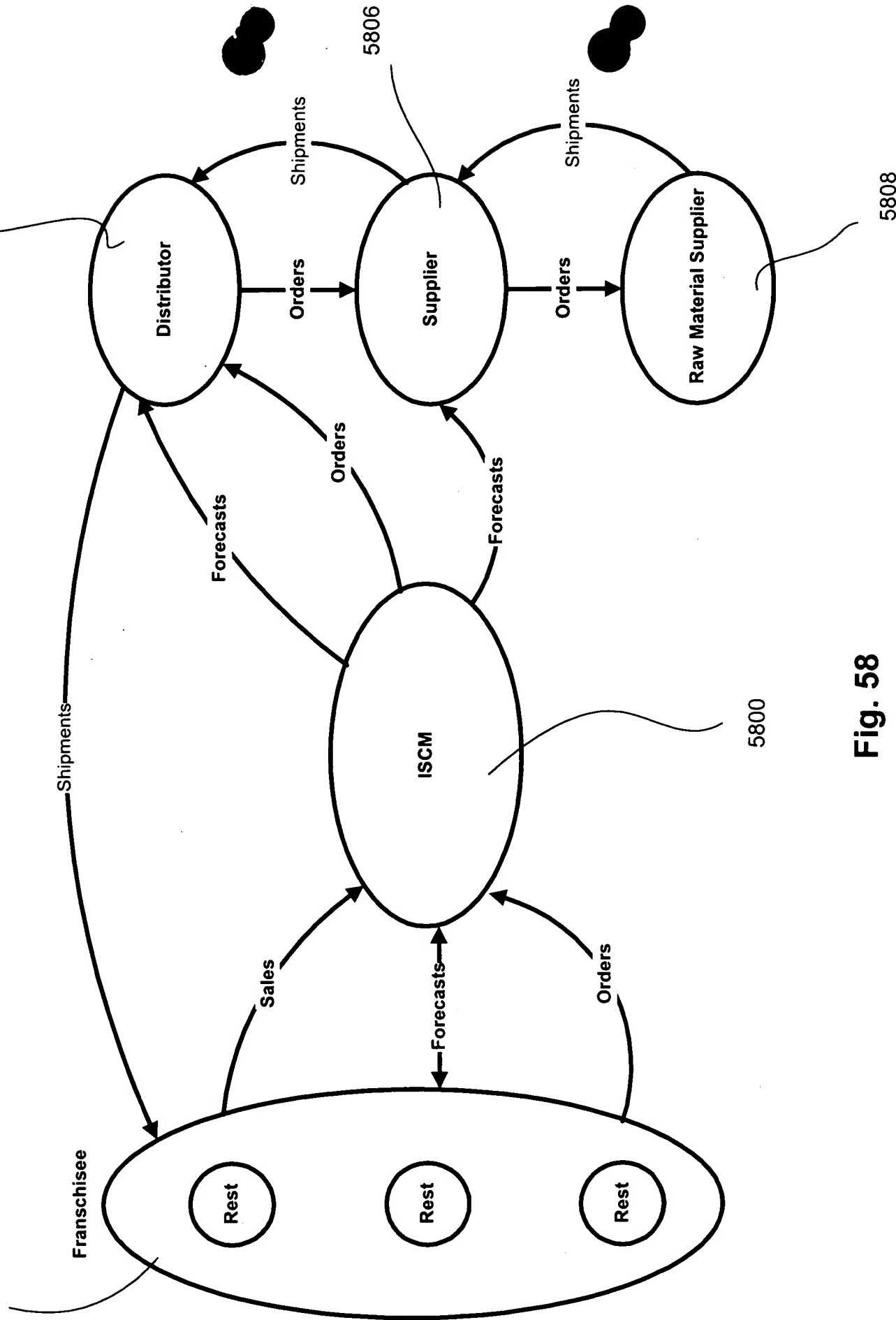
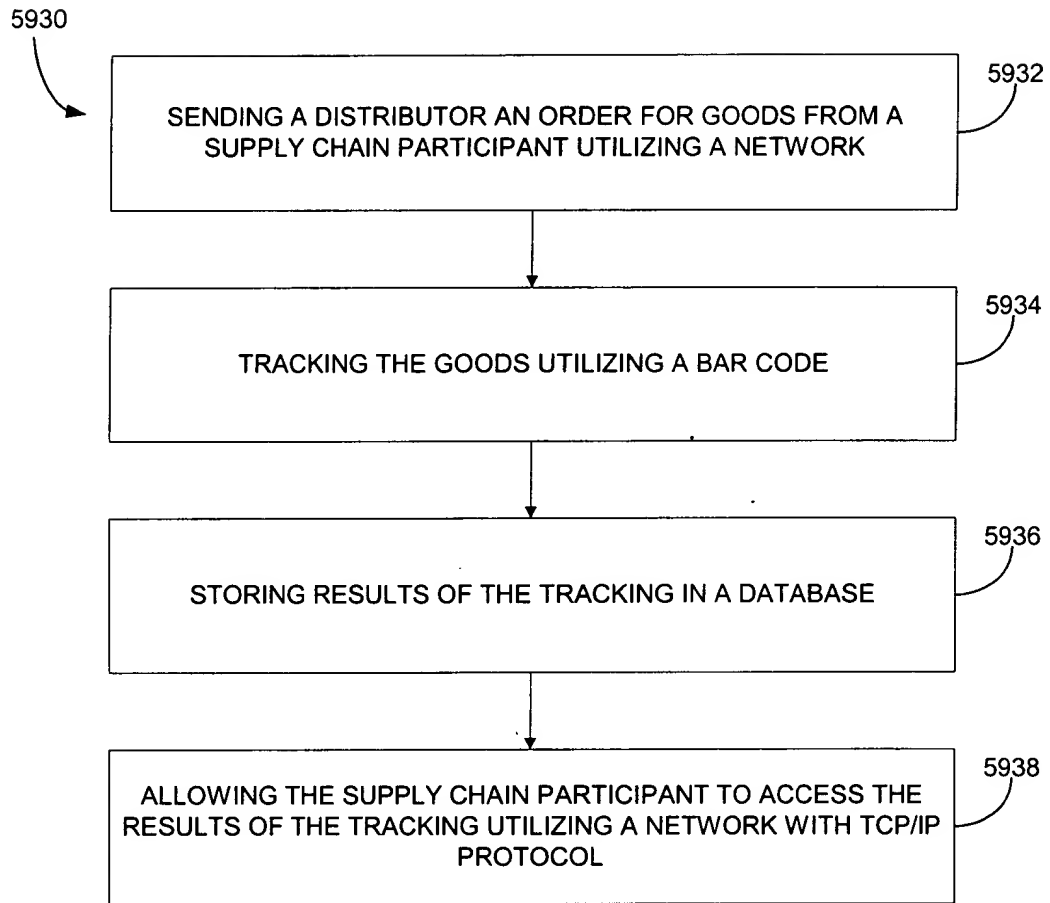


Fig. 58



**FIG. 59**

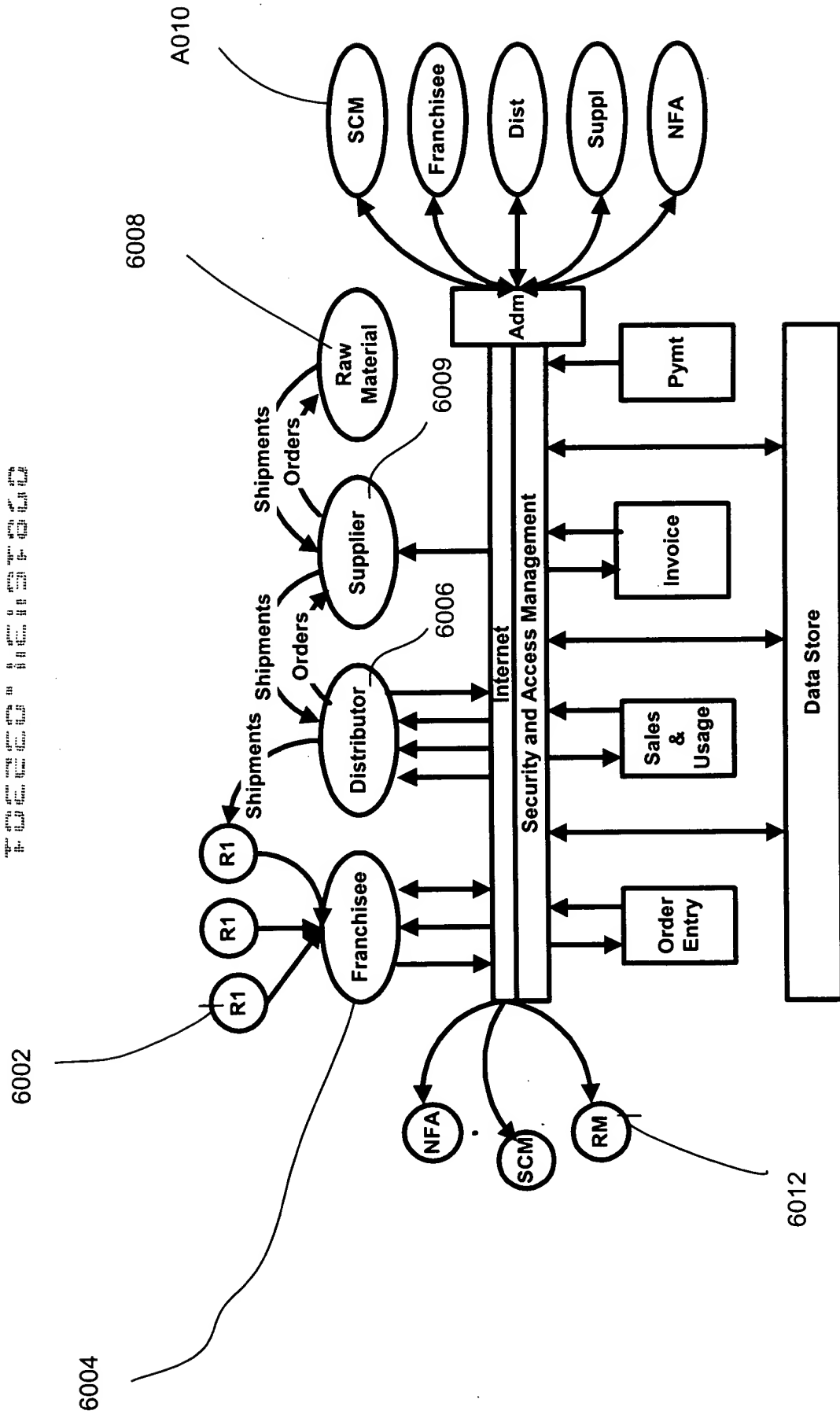


Fig. 60

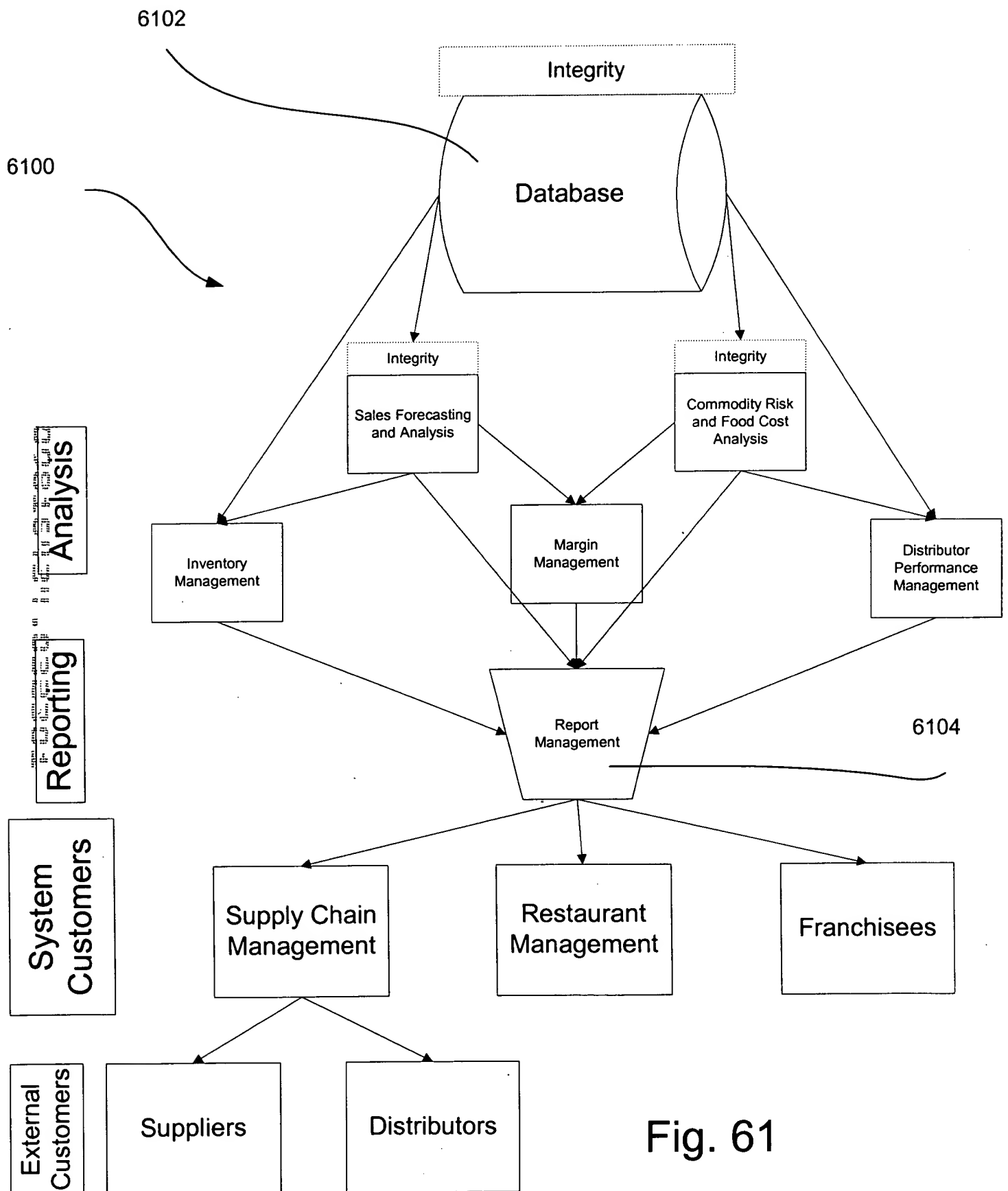


Fig. 61

6230

RECEIVING DATA FROM AT LEAST ONE STORE OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE AT LEAST ONE STORE

6232



GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING GOODS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

6234



RECEIVING SUPPLIER INFORMATION FROM A MANAGEMENT HEADQUARTERS UTILIZING THE NETWORK, WHEREIN THE SUPPLIER INFORMATION INCLUDES A PLURALITY OF SUPPLIERS SELECTED TO SUPPLY THE STORE WITH THE GOODS

6236



USING THE SUPPLIER INFORMATION TO TRANSMIT THE ELECTRONIC ORDER FORM TO THE SELECTED SUPPLIERS OF THE SUPPLY CHAIN UTILIZING THE NETWORK

6238

**FIG. 62**

6300

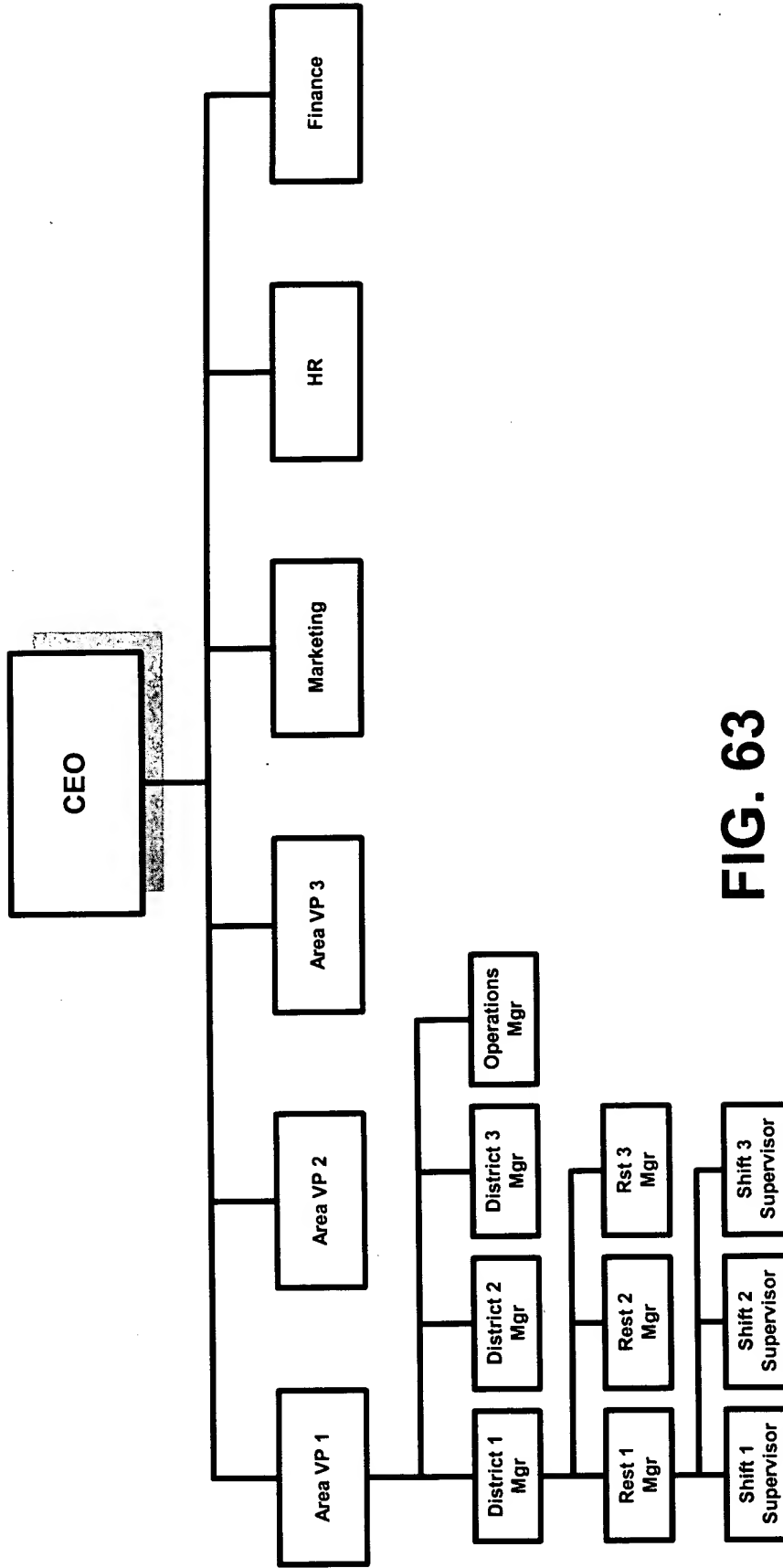
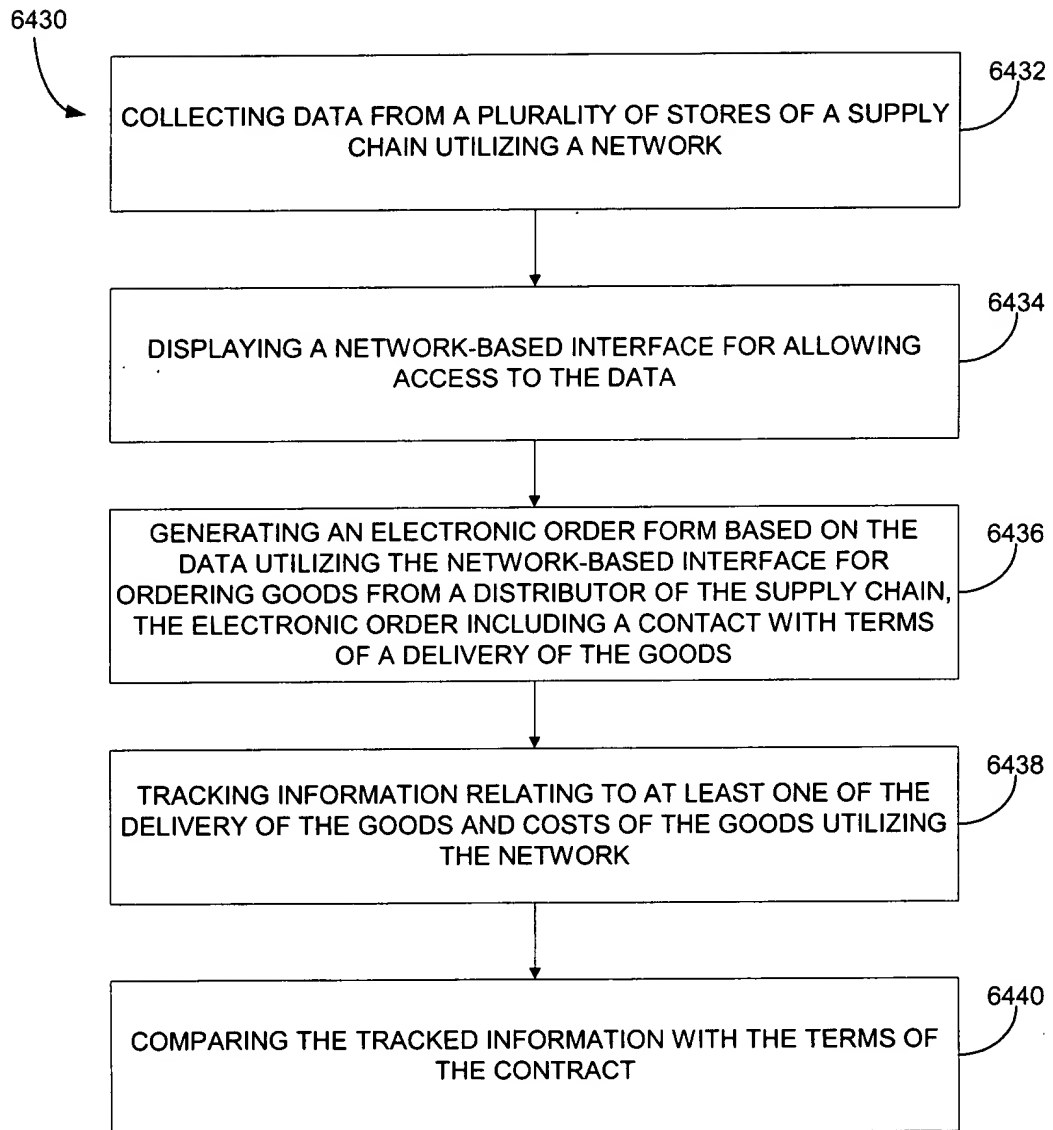
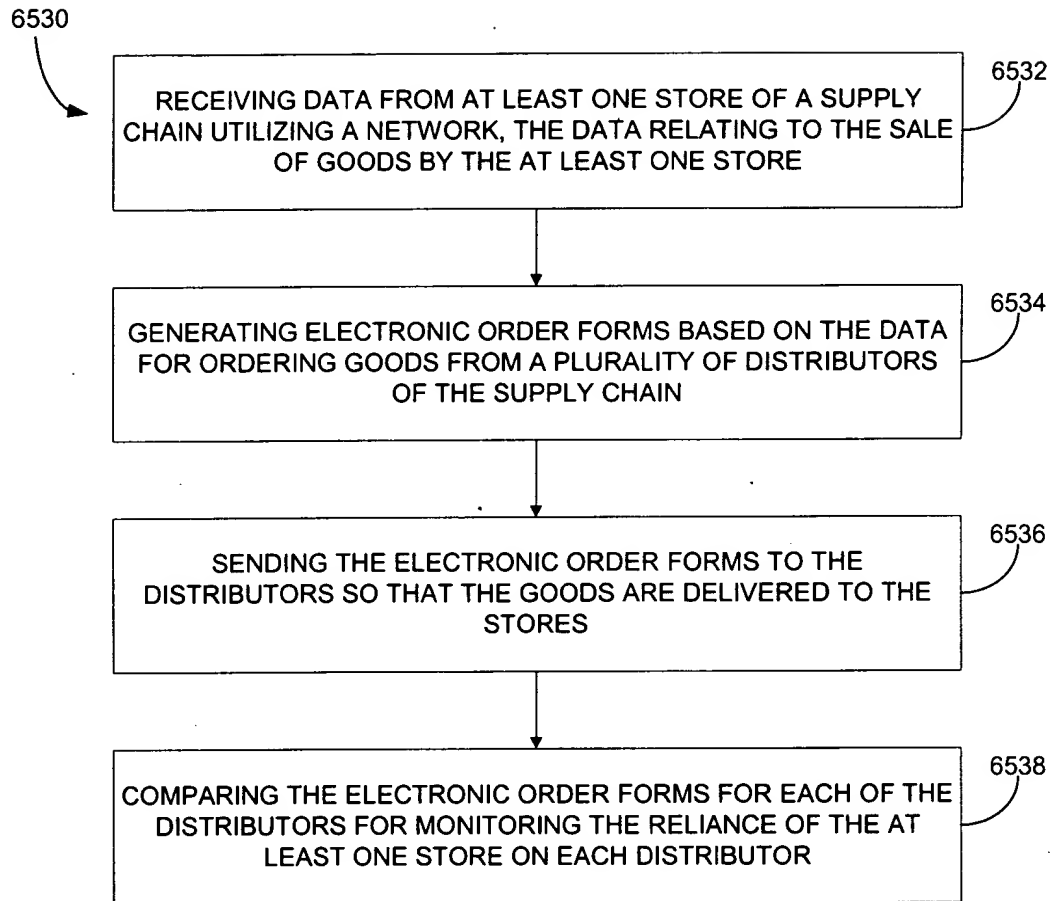


FIG. 63

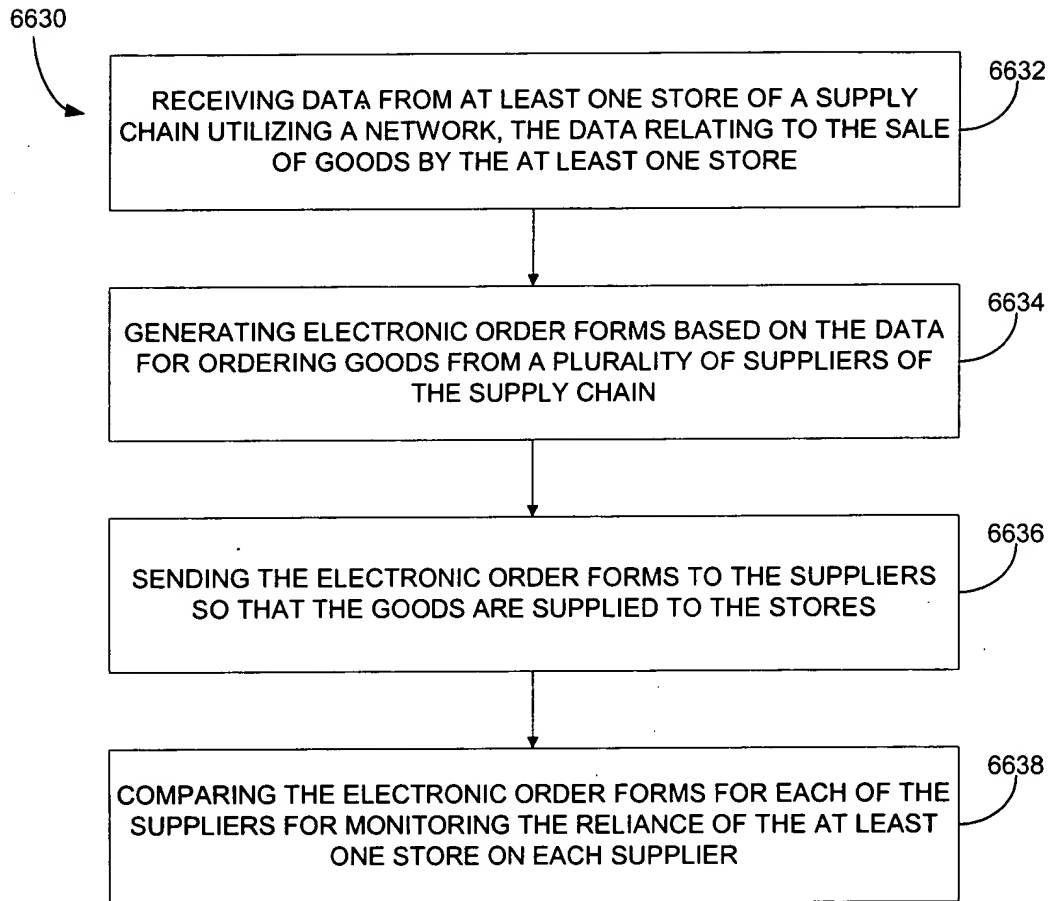


**FIG. 64**

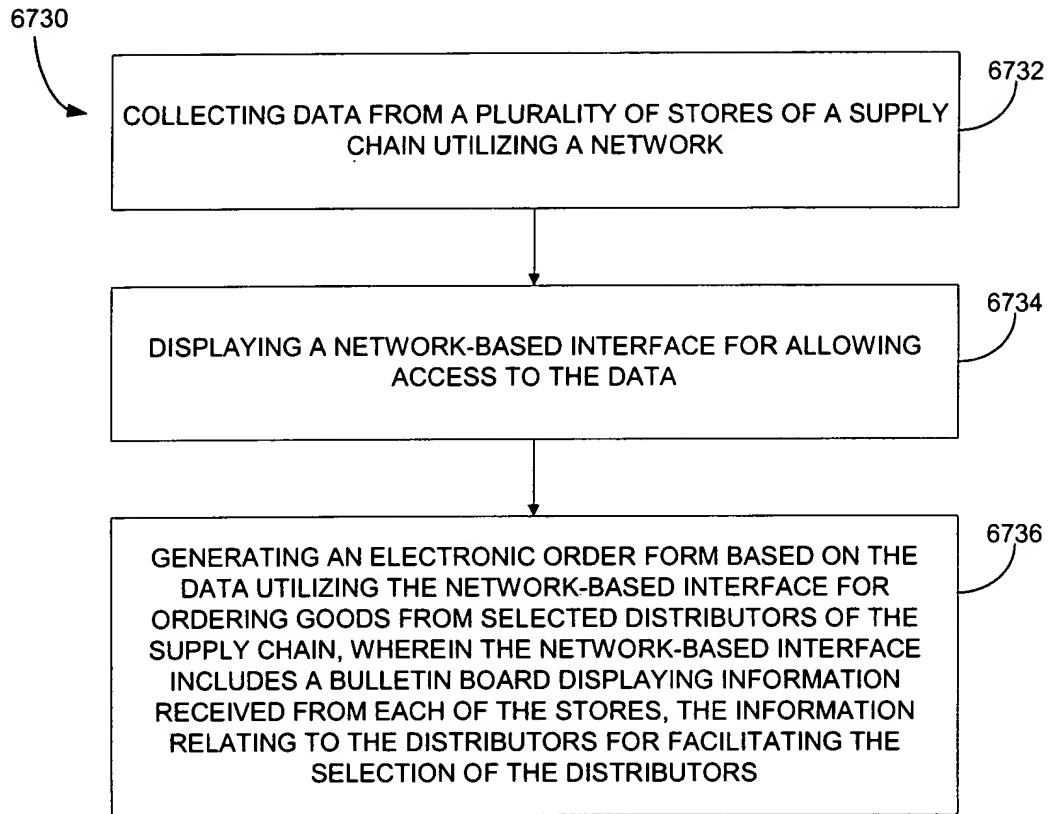




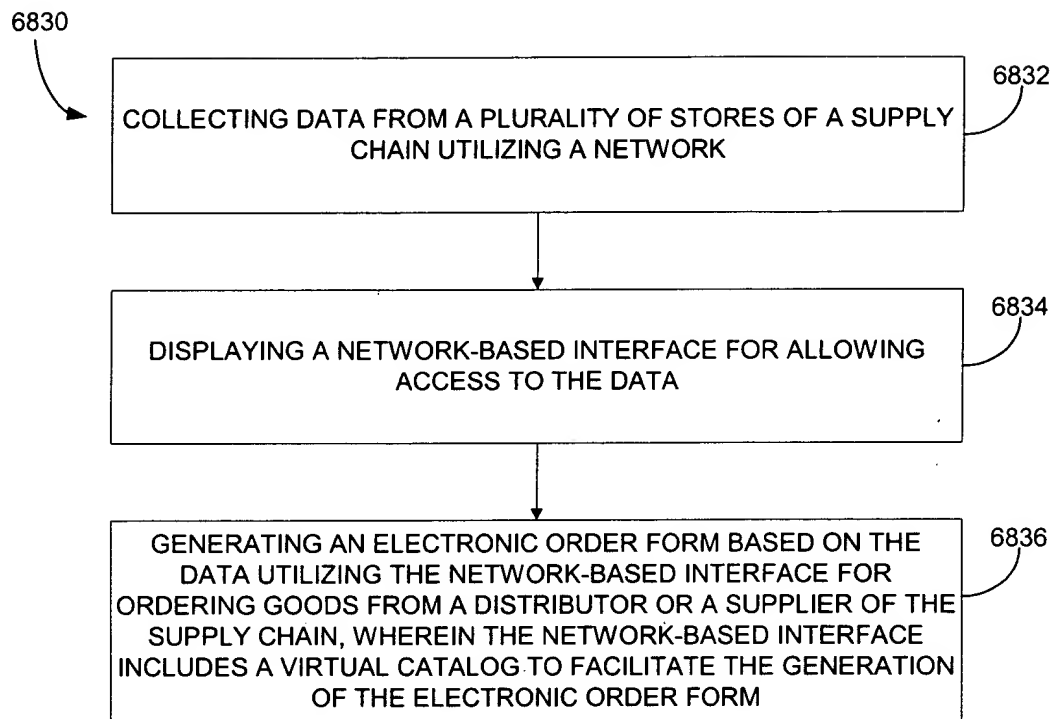
**FIG. 65**



**FIG. 66**



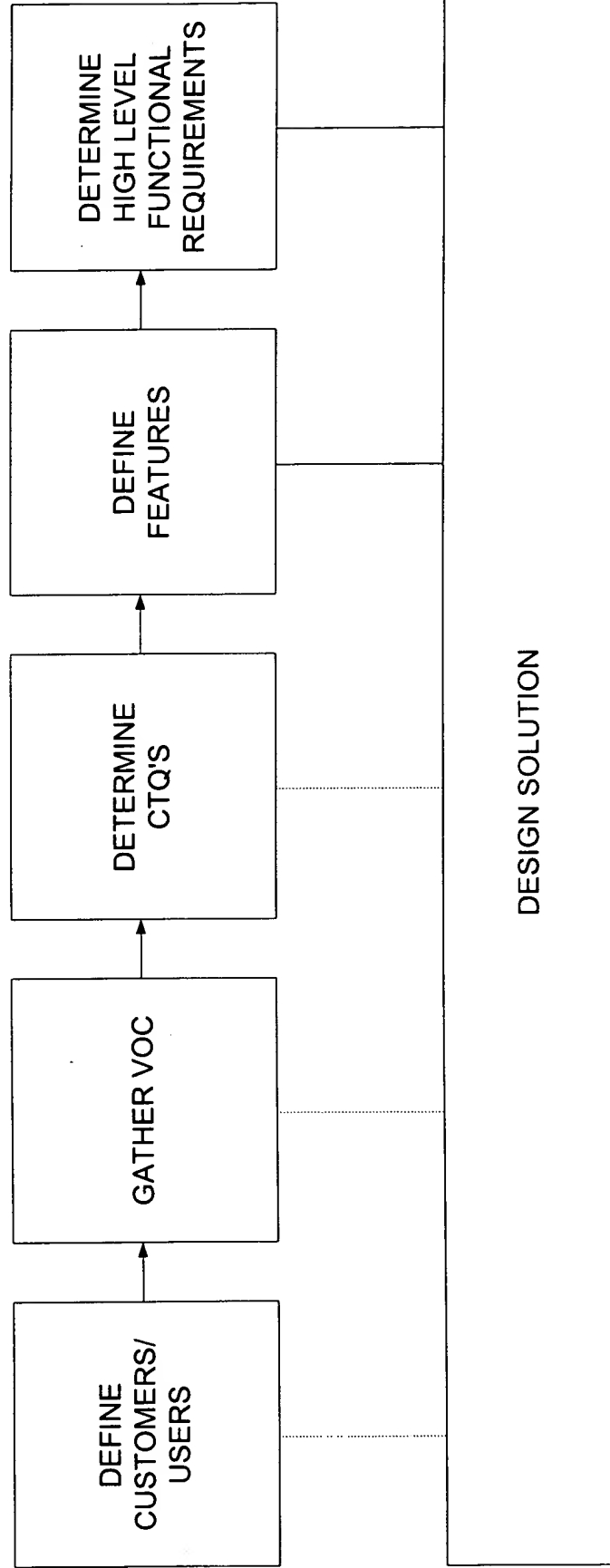
**FIG. 67**



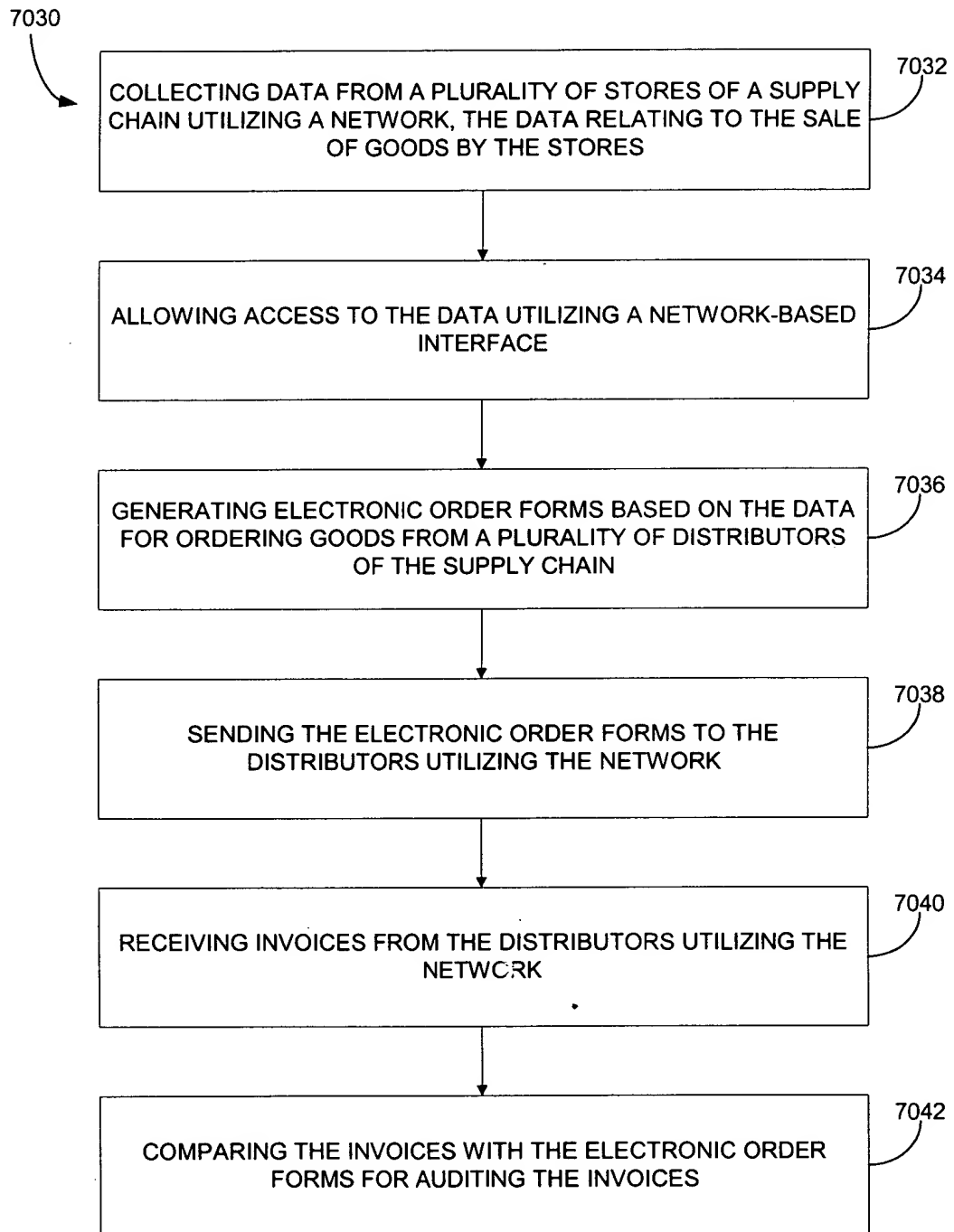
**FIG. 68**

FIG. 69 is a flowchart illustrating a process for determining high level functional requirements.

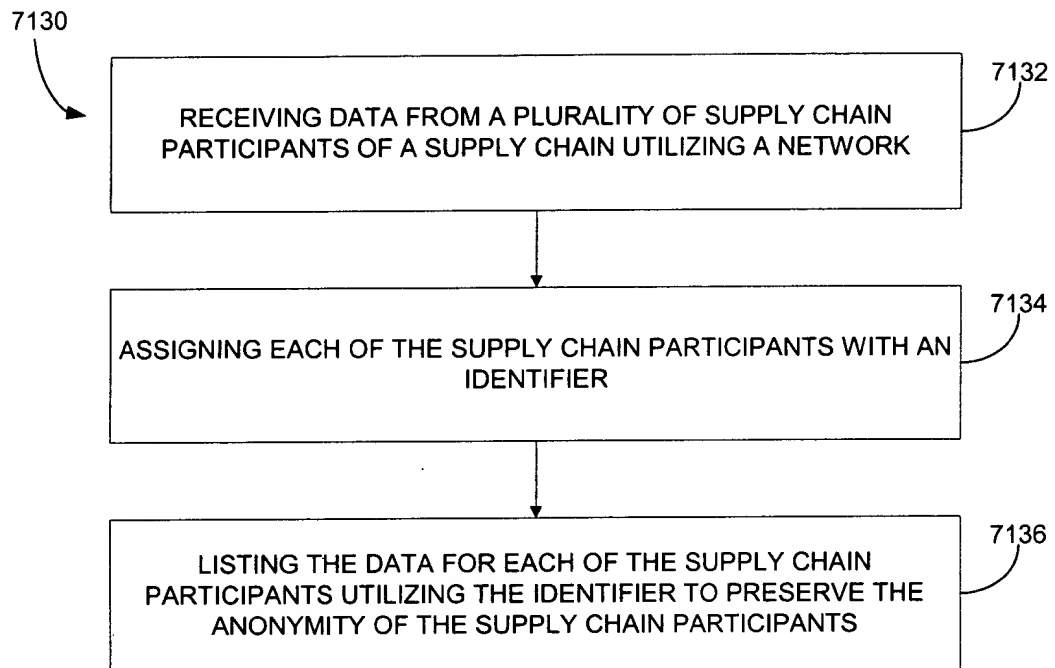
6900



**FIG. 69**



**FIG. 70**



**FIG. 71**

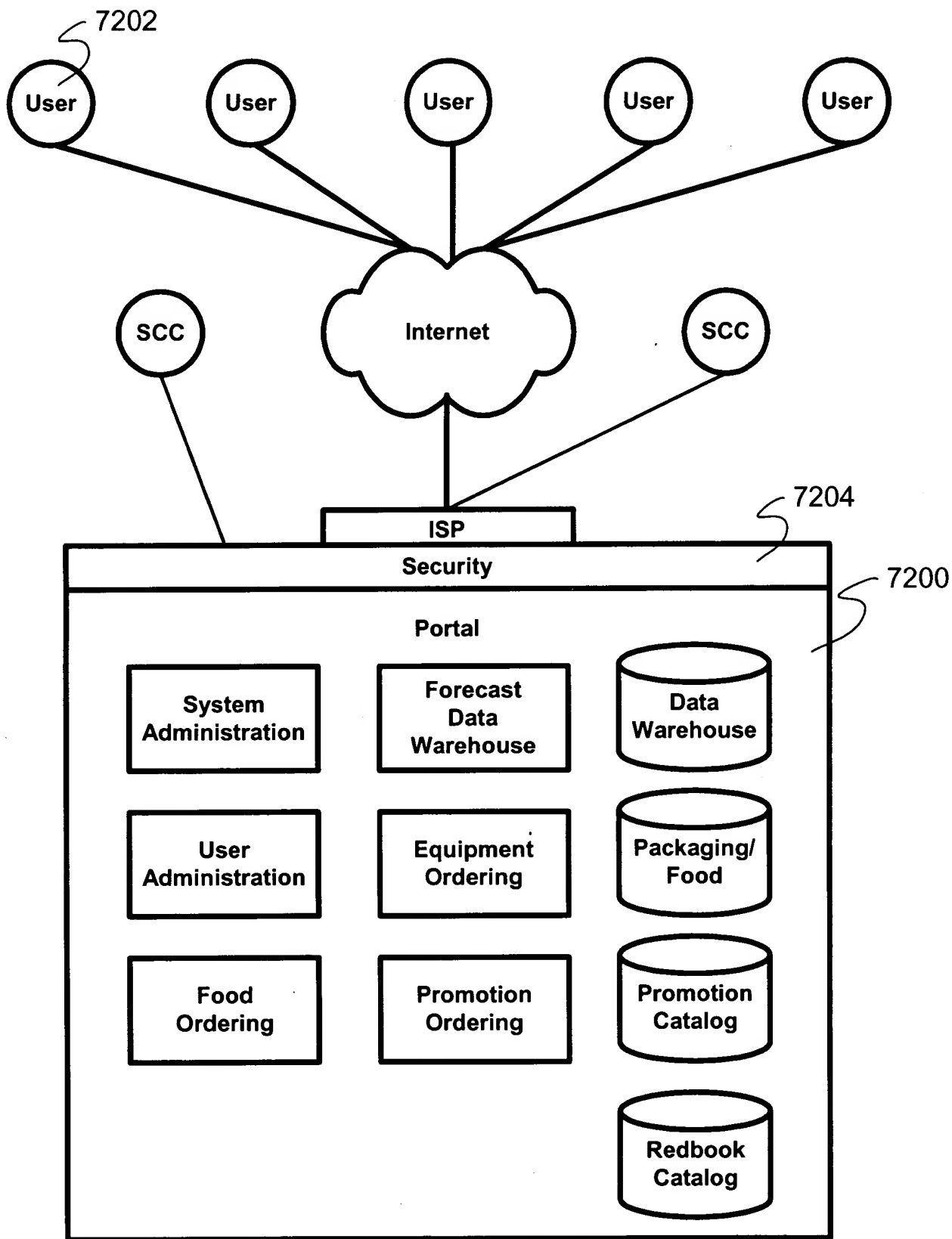


FIG. 72



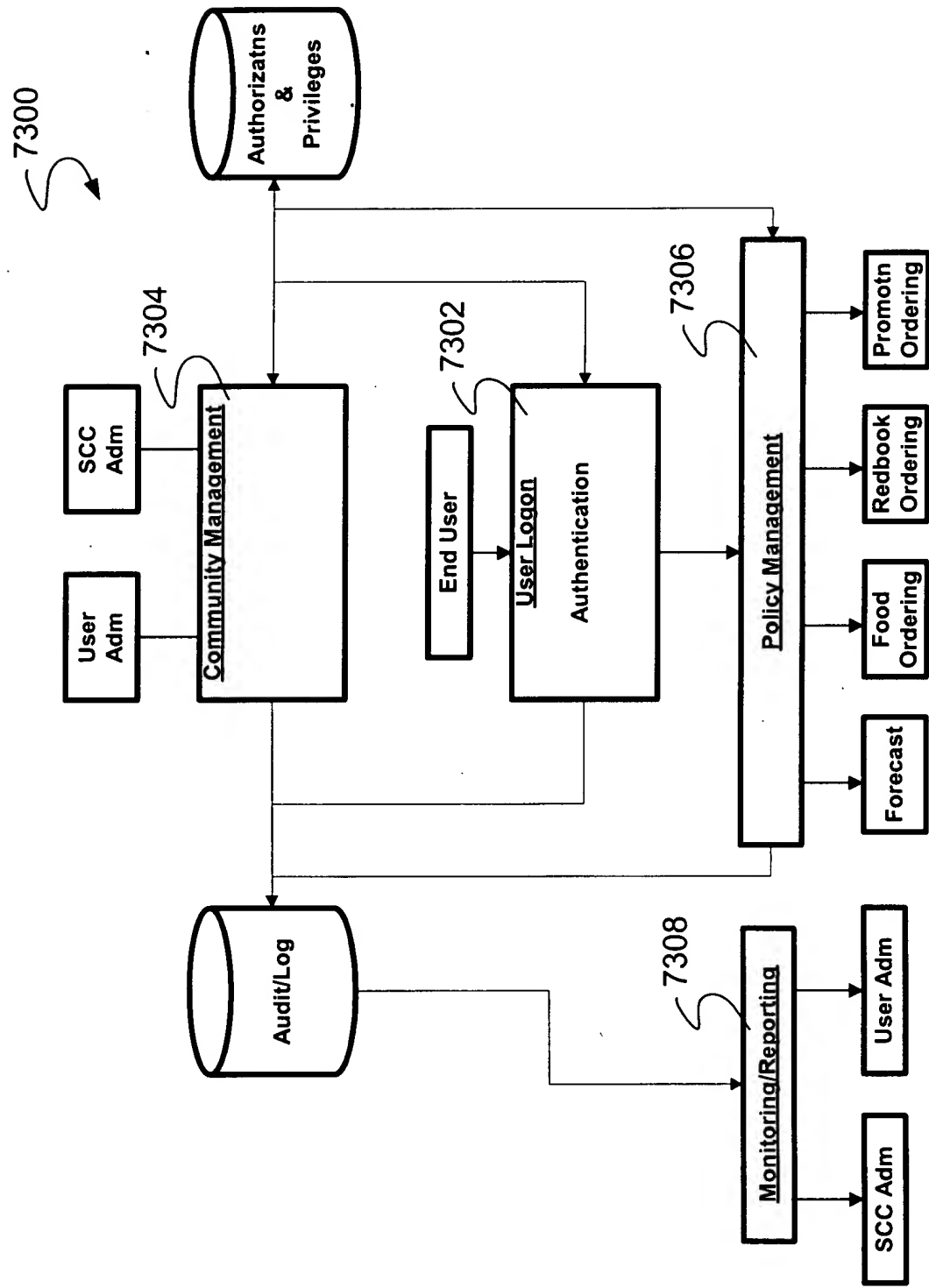


FIG. 73

FIG. 74 is a block diagram of a system 7402 for managing restaurant orders and forecasts. The system includes a user (User ABC) who interacts with a manager role (Manager Role) and two applications: F&P Order App and Forecast App. The manager role is associated with Order F&P and View Fcst. The F&P Order App is used to place F&P orders for restaurants 3 and 4. The Forecast App is used to view forecasts for restaurants 3 and 4. The system also includes a group of restaurants (Group 1, Group 2) and a rest 4.

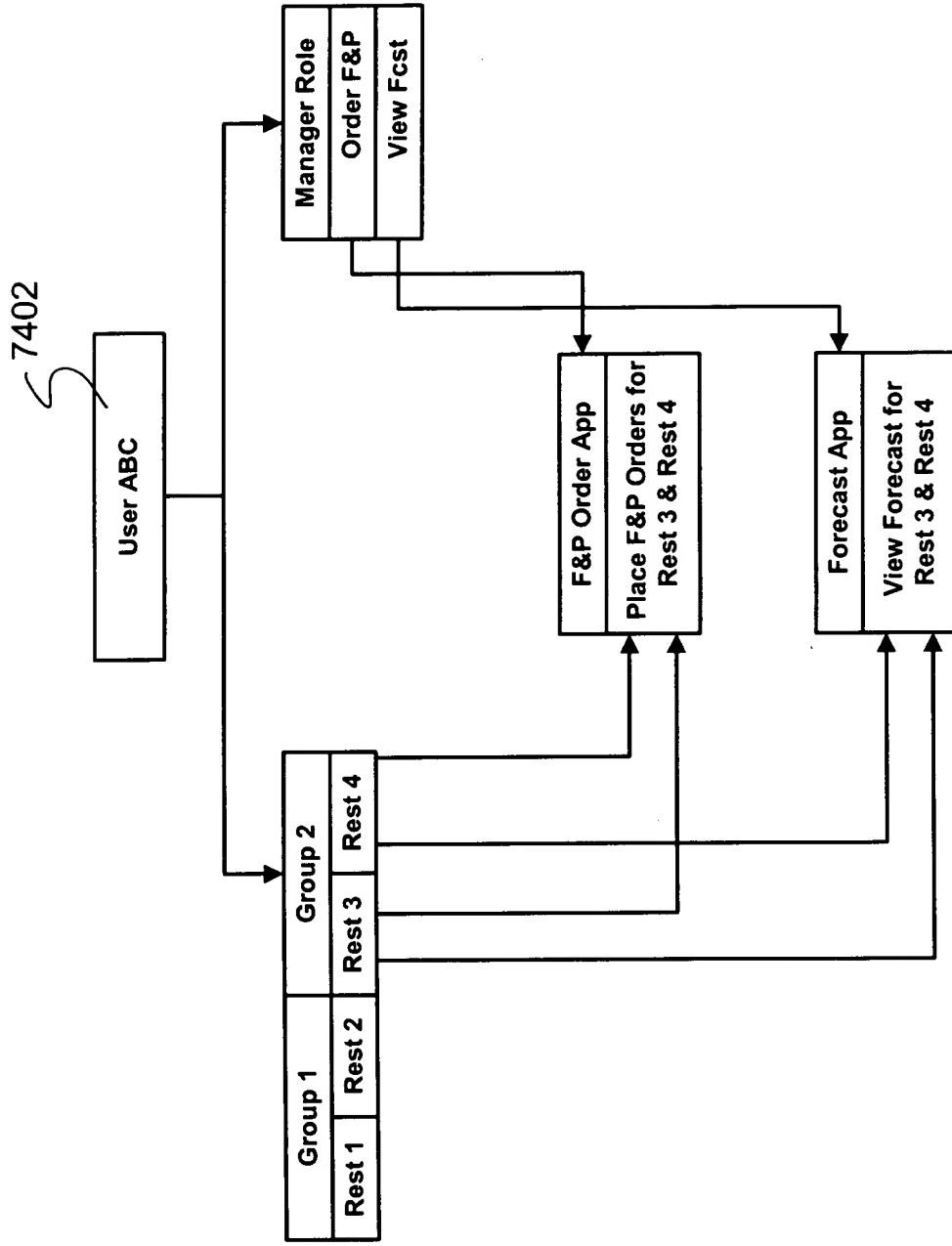


FIG. 74

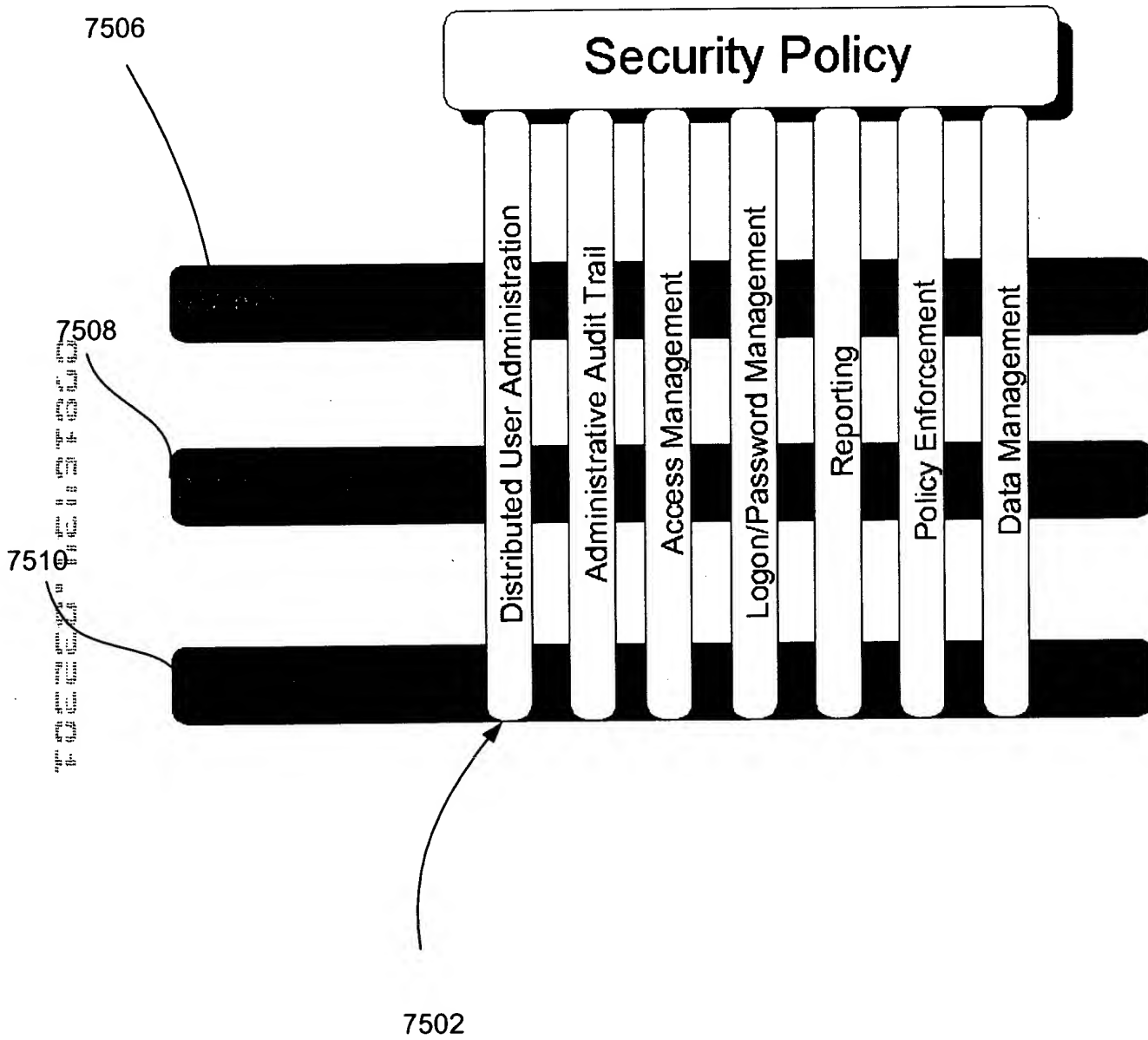
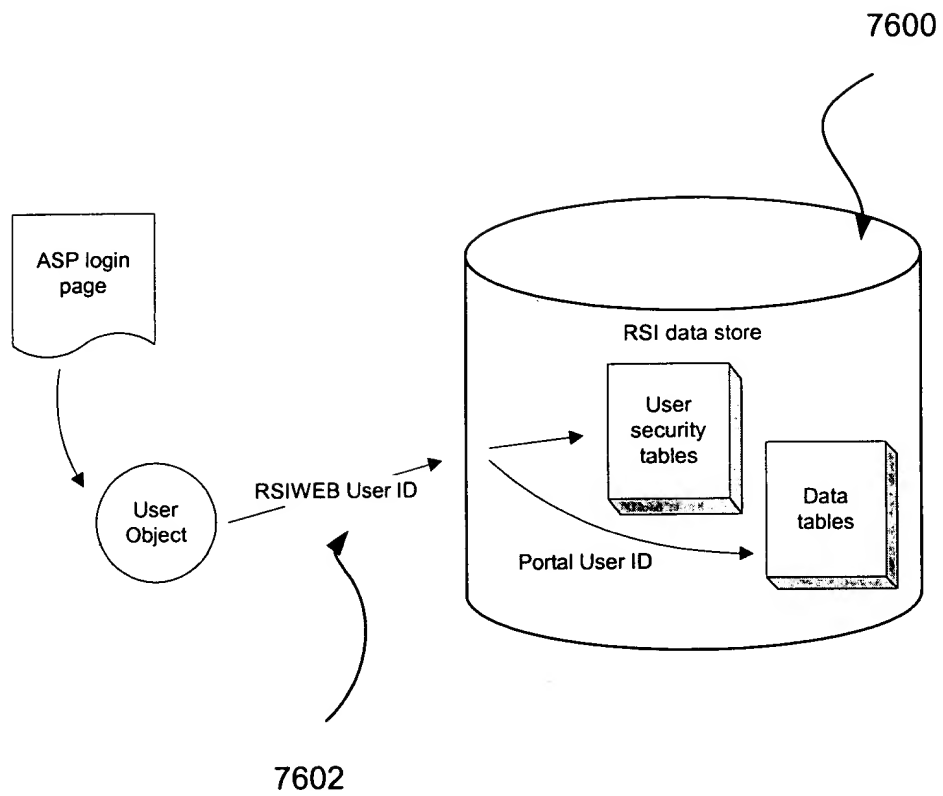


Fig. 75



**Fig. 76**

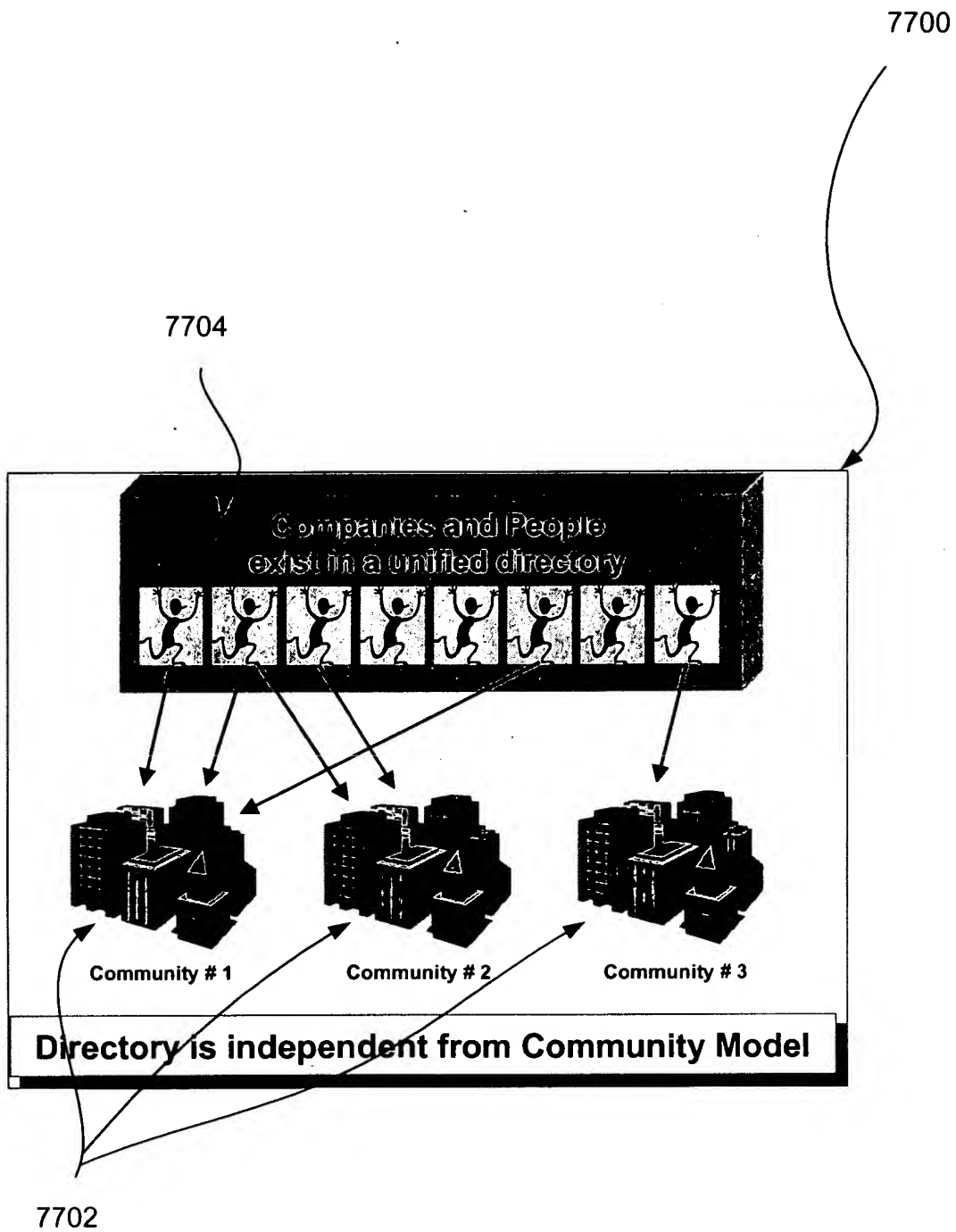


Fig. 77

7800

7802

7804

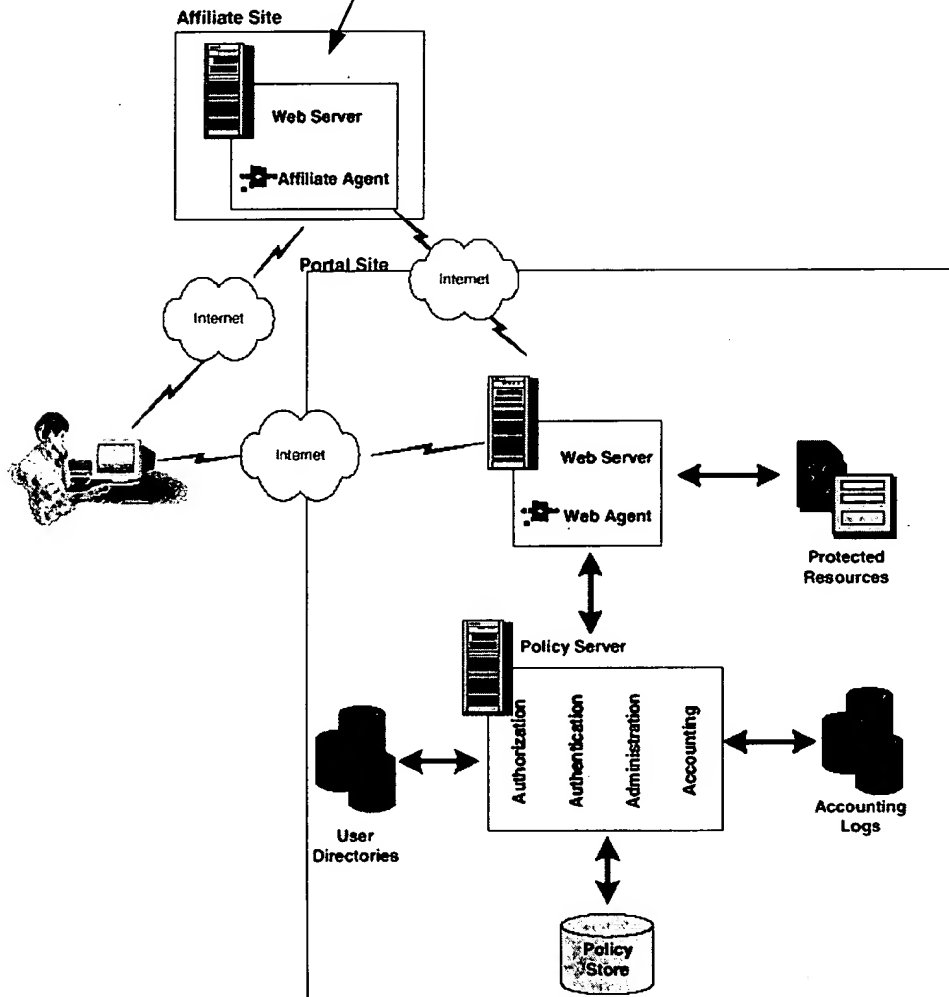


Fig. 78

7900

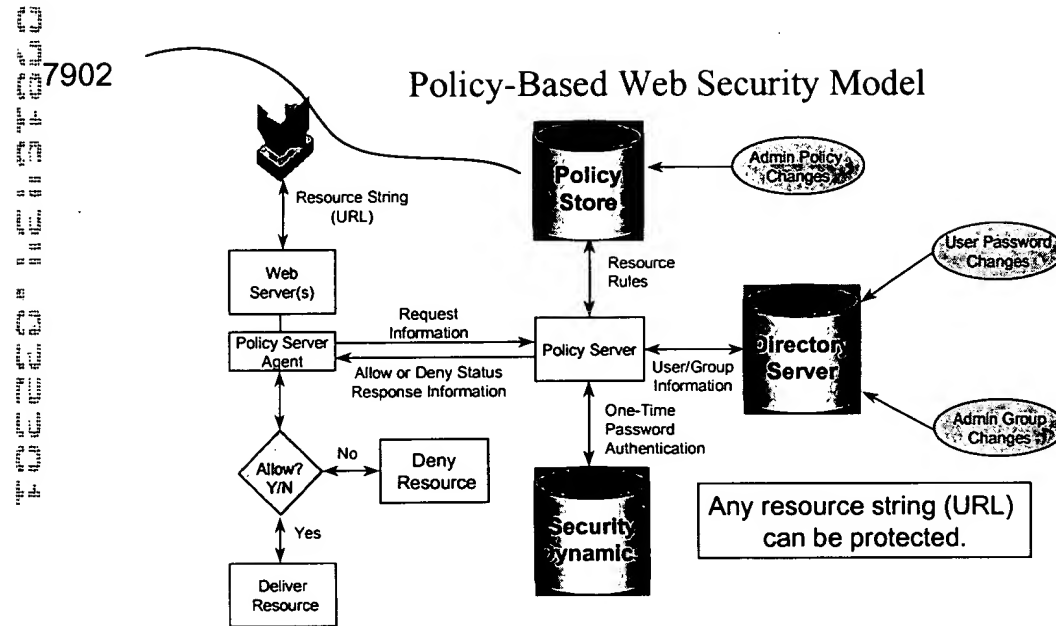
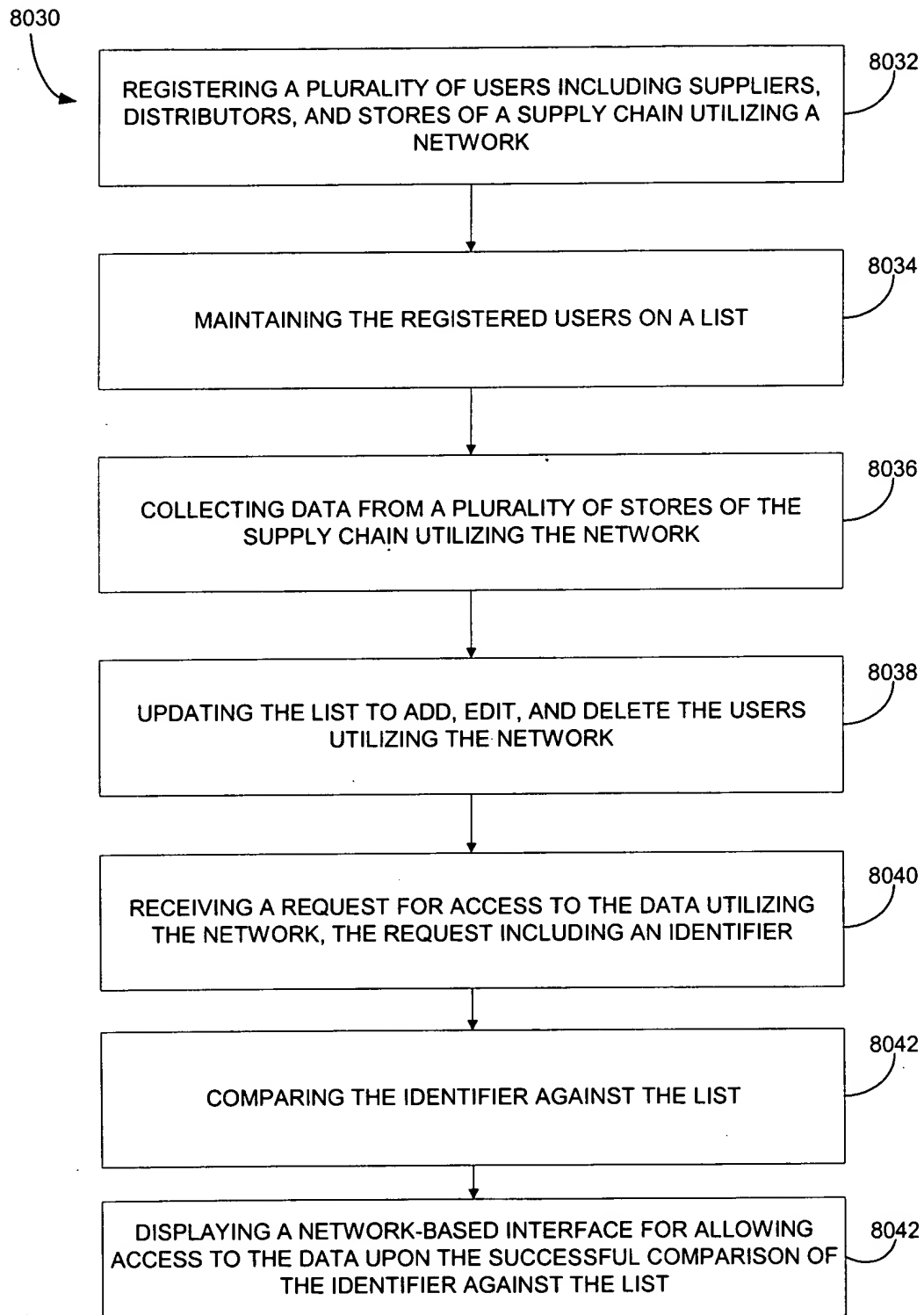
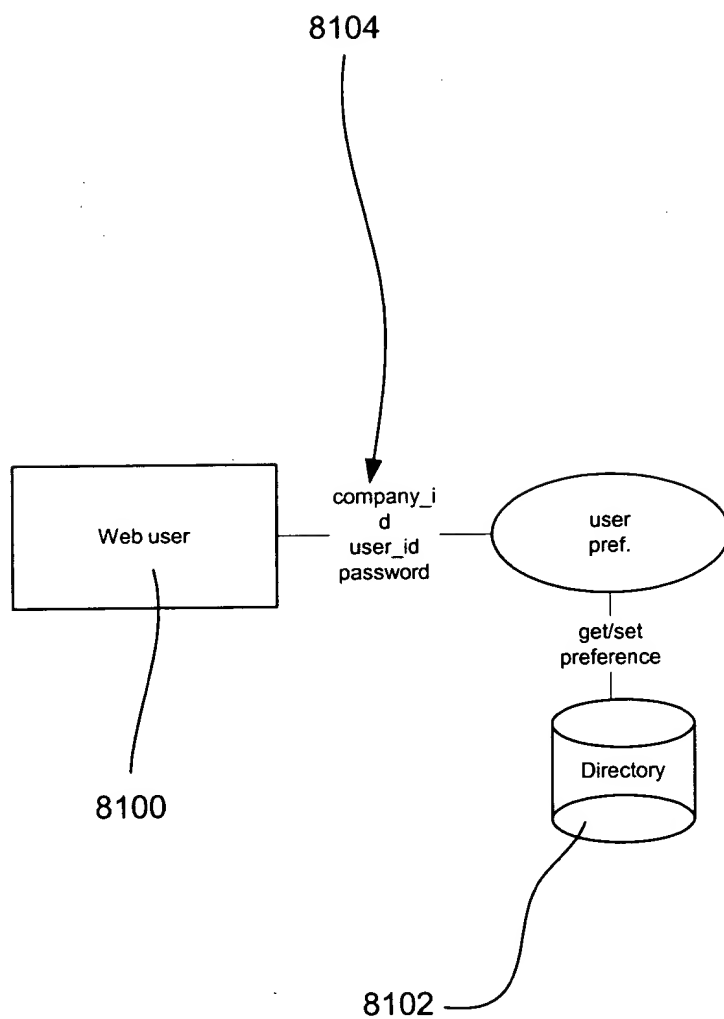


Fig. 79



**FIG. 80**





**Fig. 81**

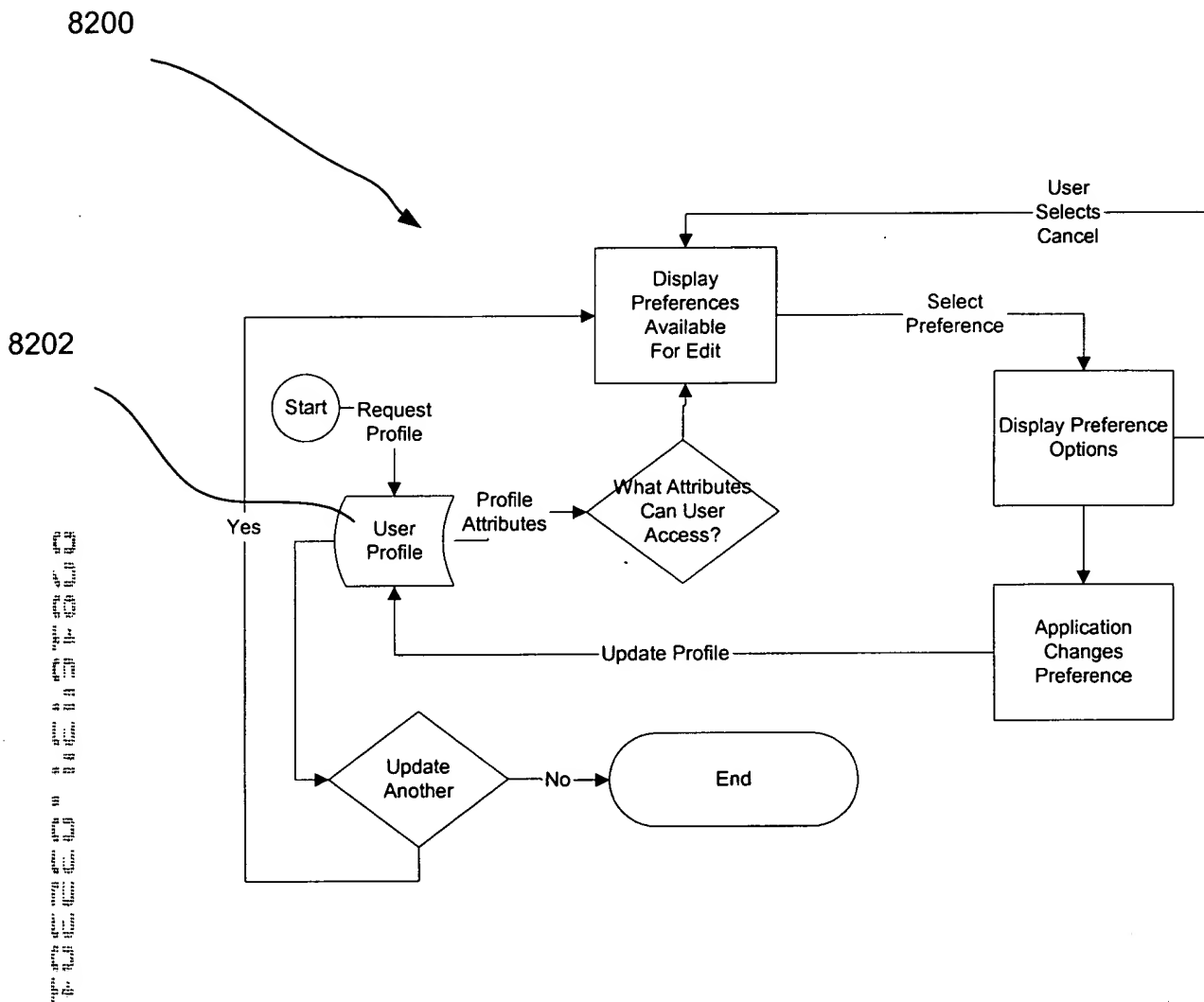
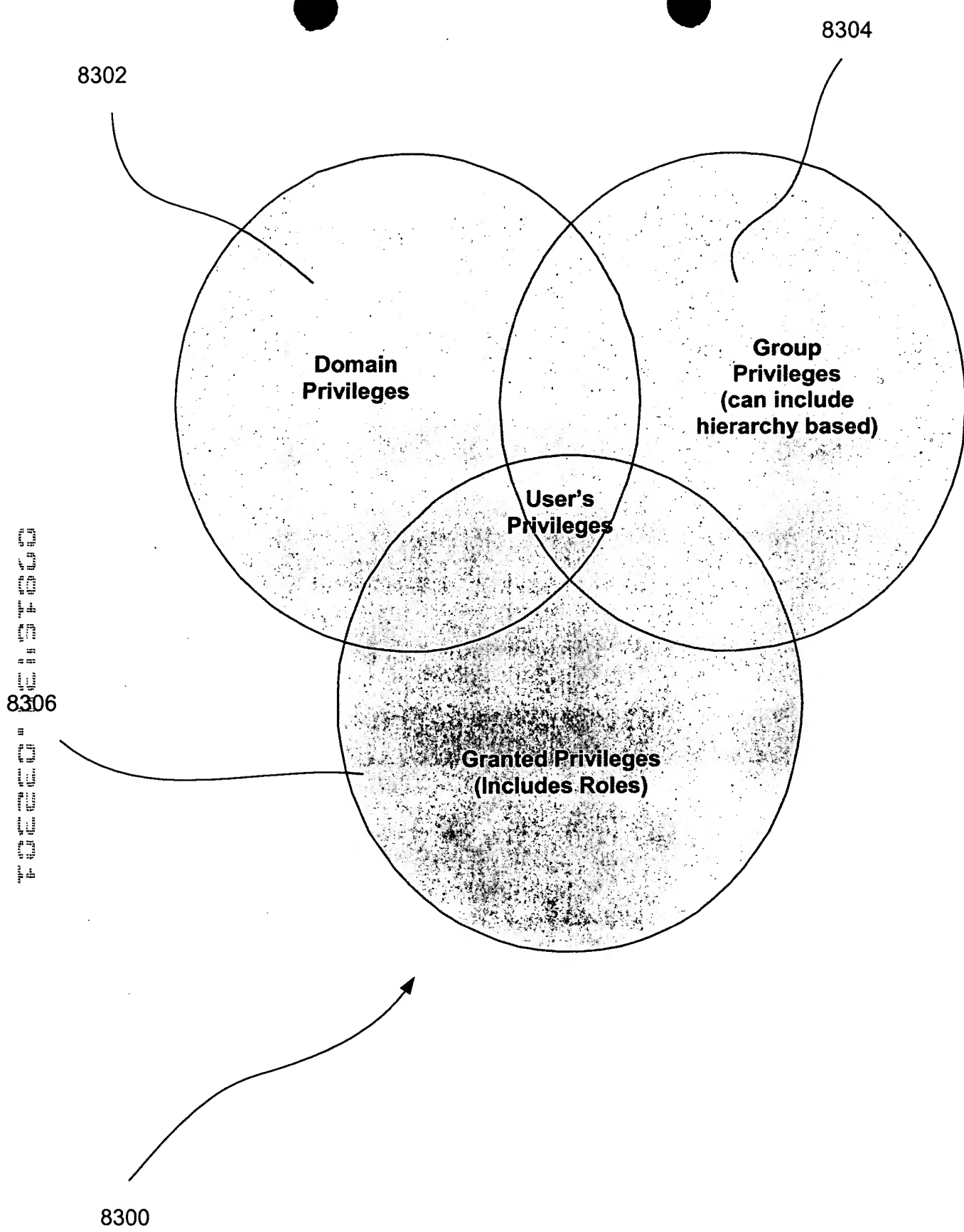
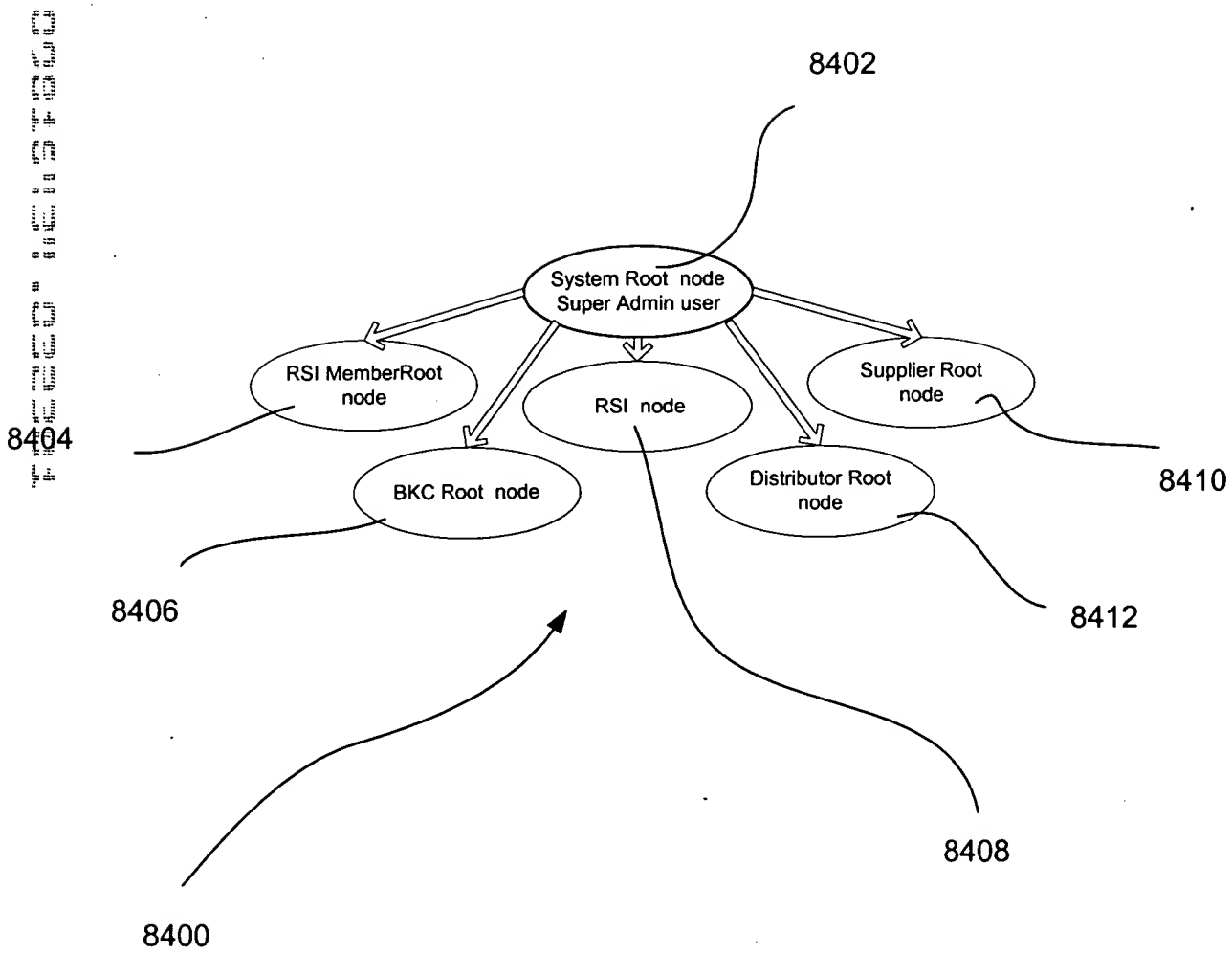


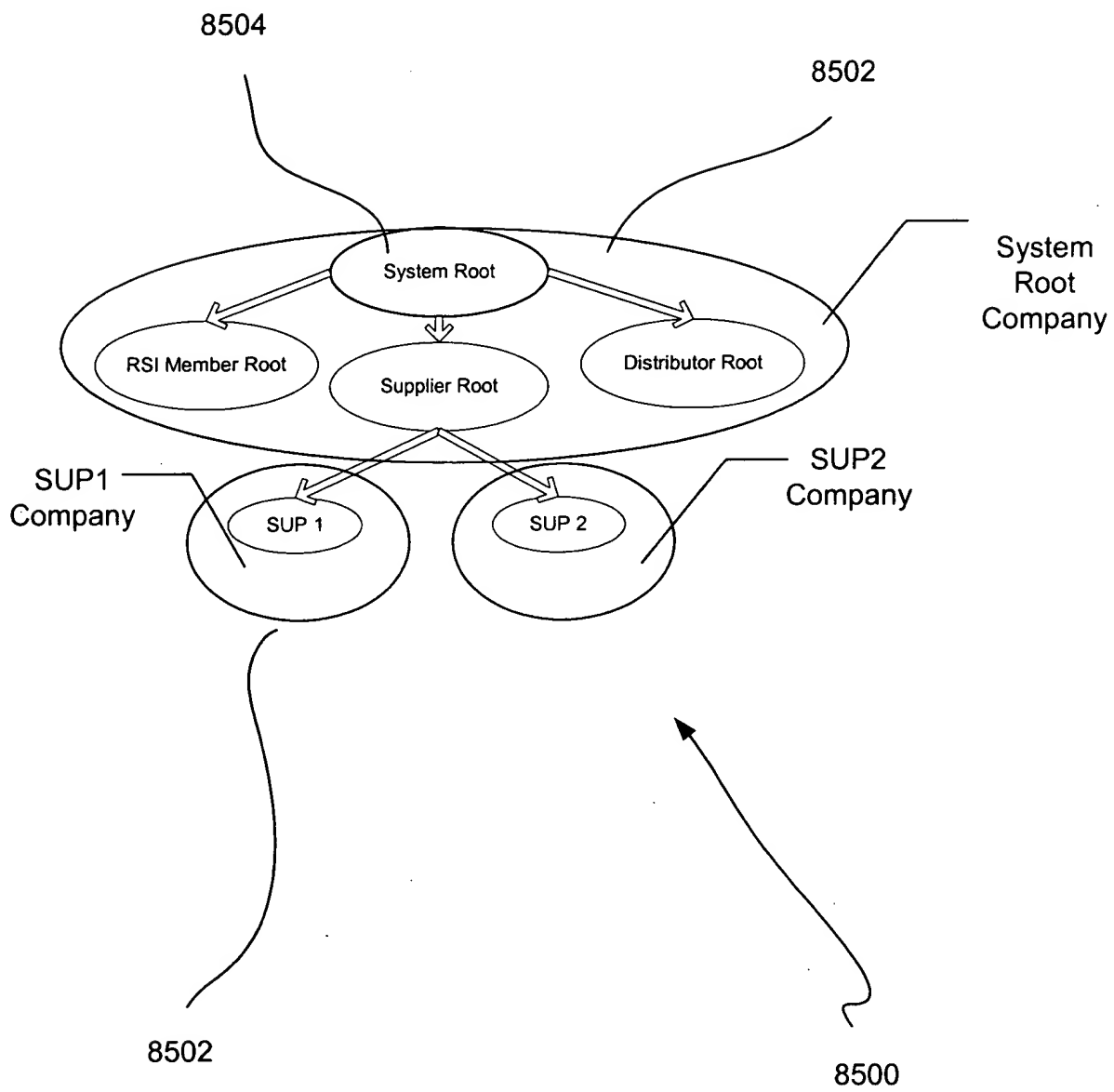
Fig. 82



**Fig. 83**



**Fig. 84**



**Fig. 85**

8600

8602

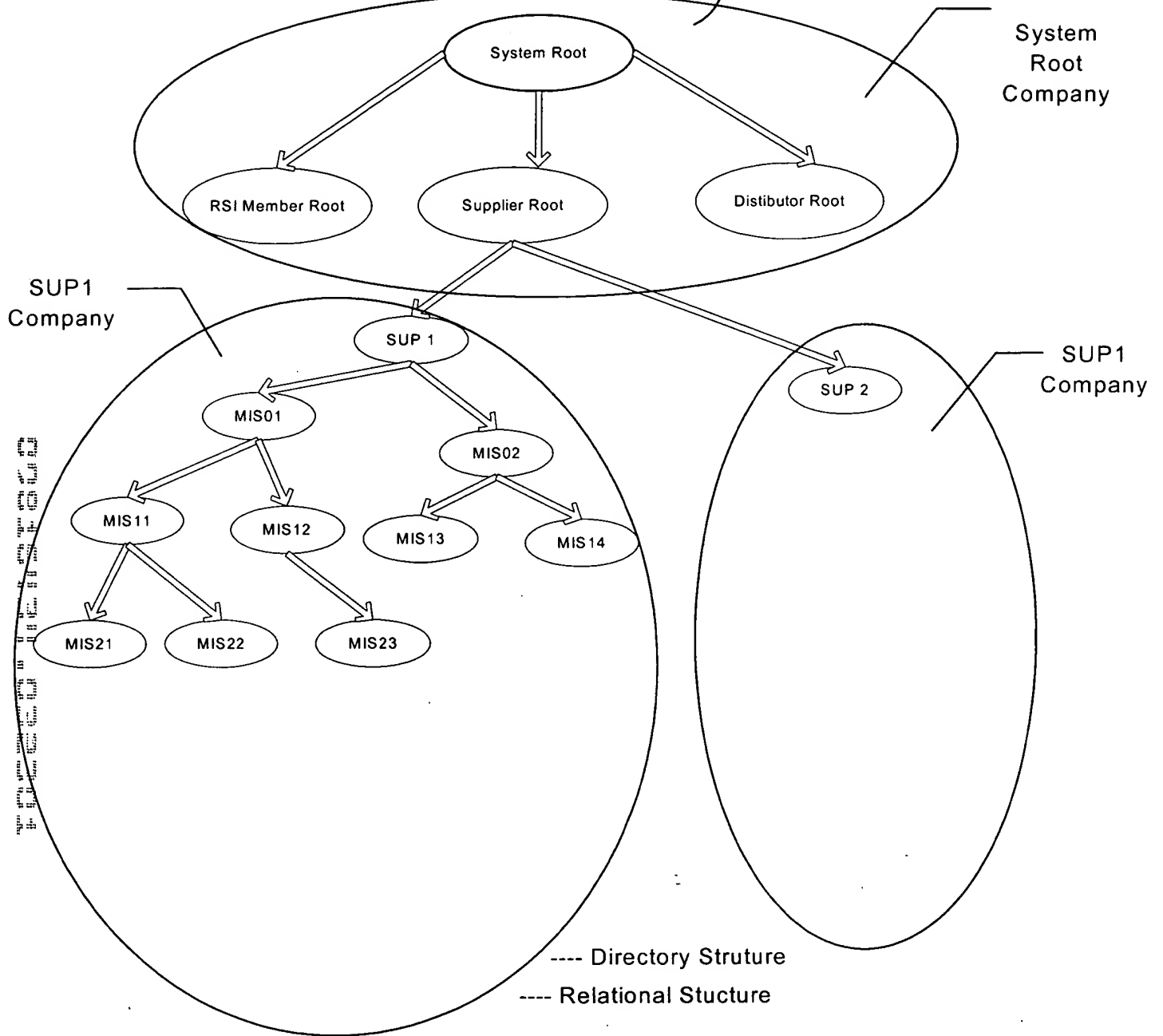


Fig. 86

## Group Hierarchy Management: Data Flow

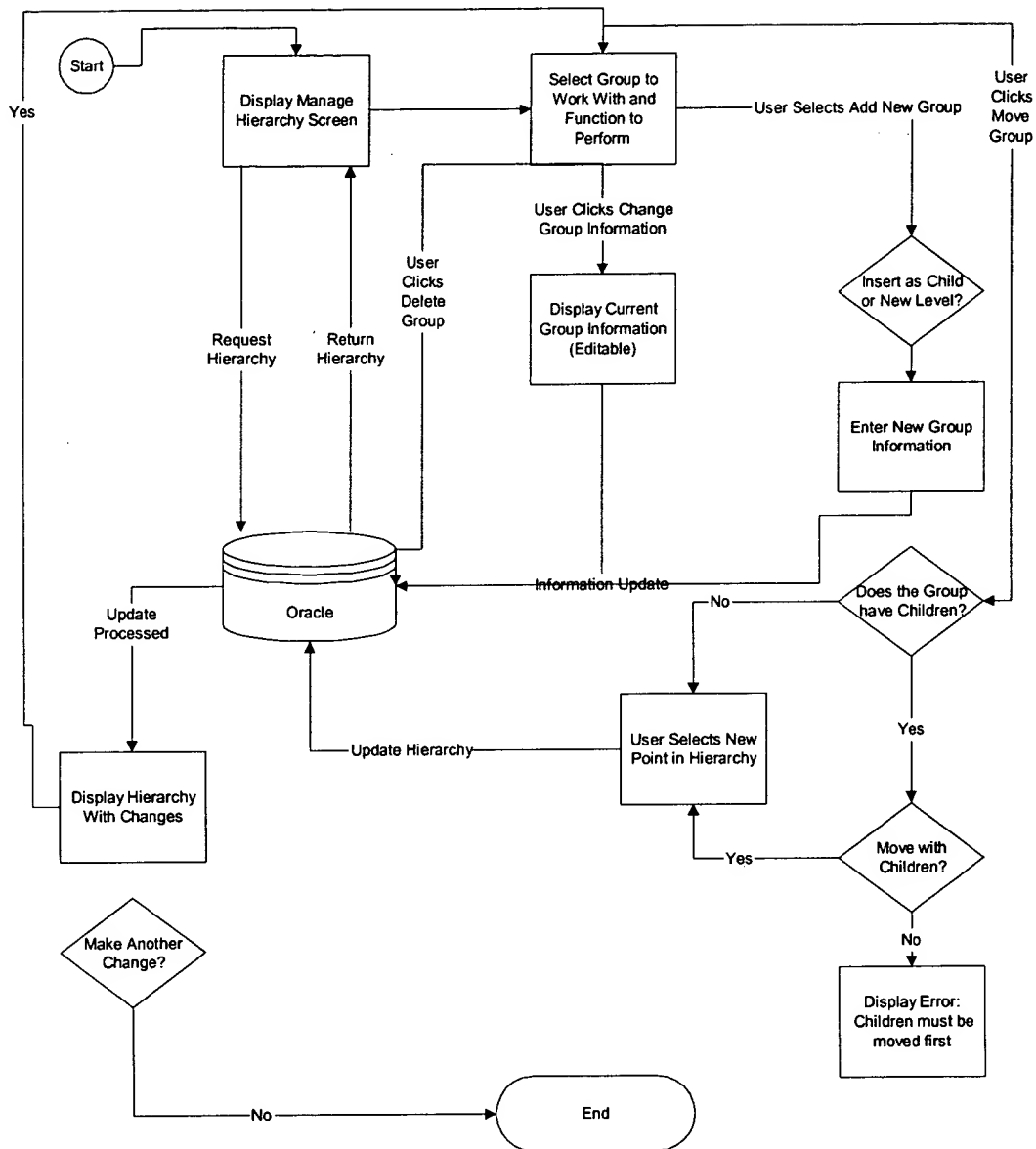


Fig. 87





8902

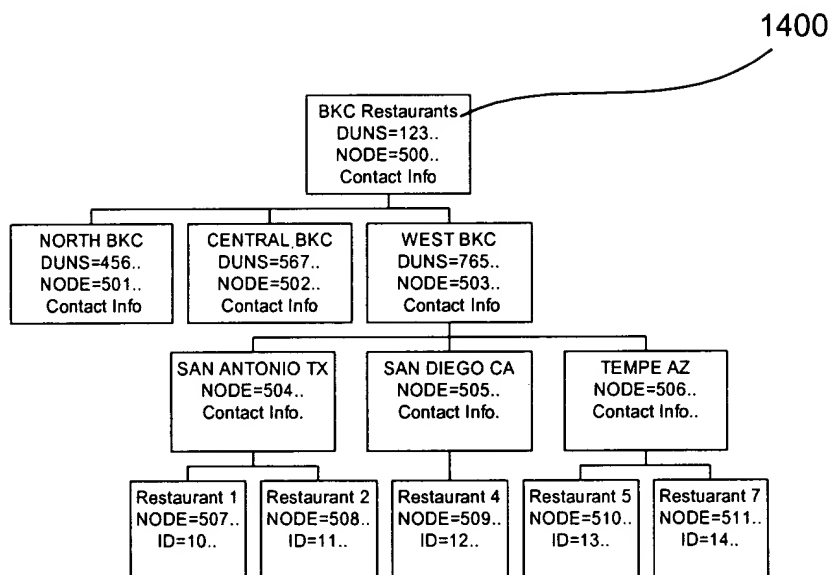


Fig. 89

9000

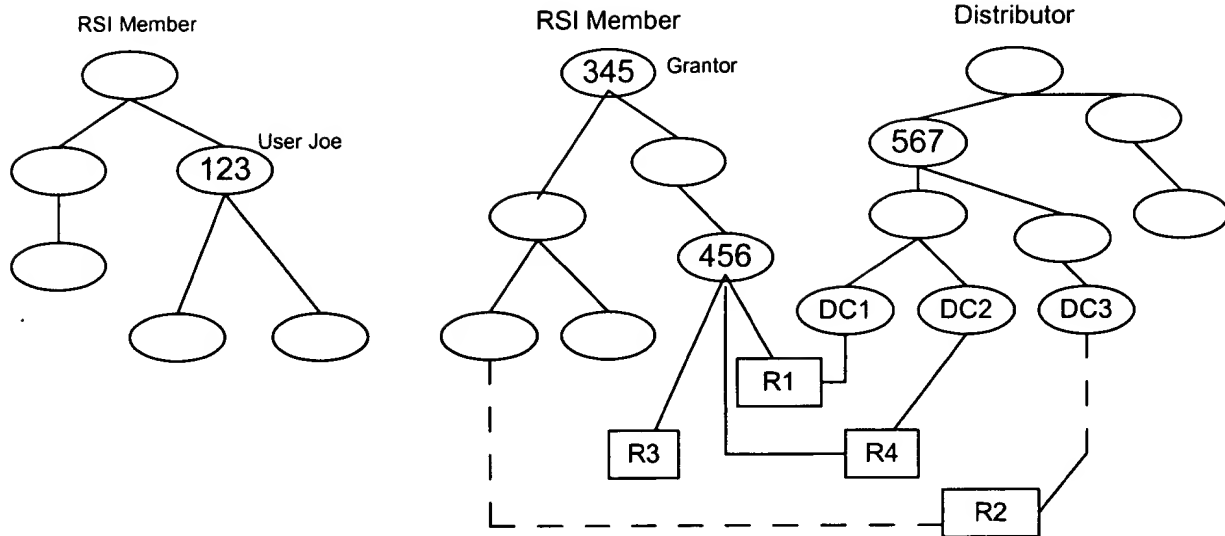


FIG. 90

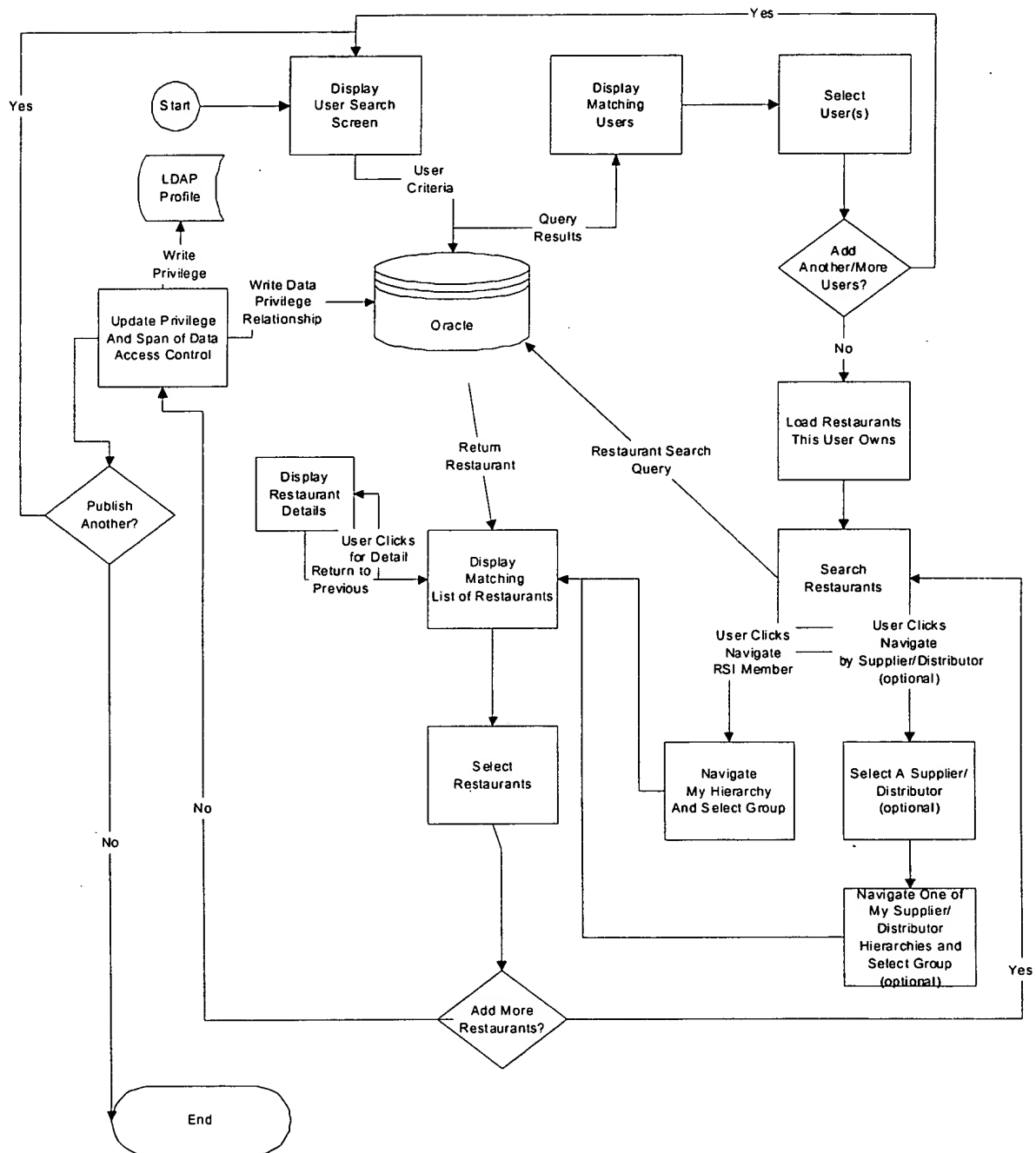
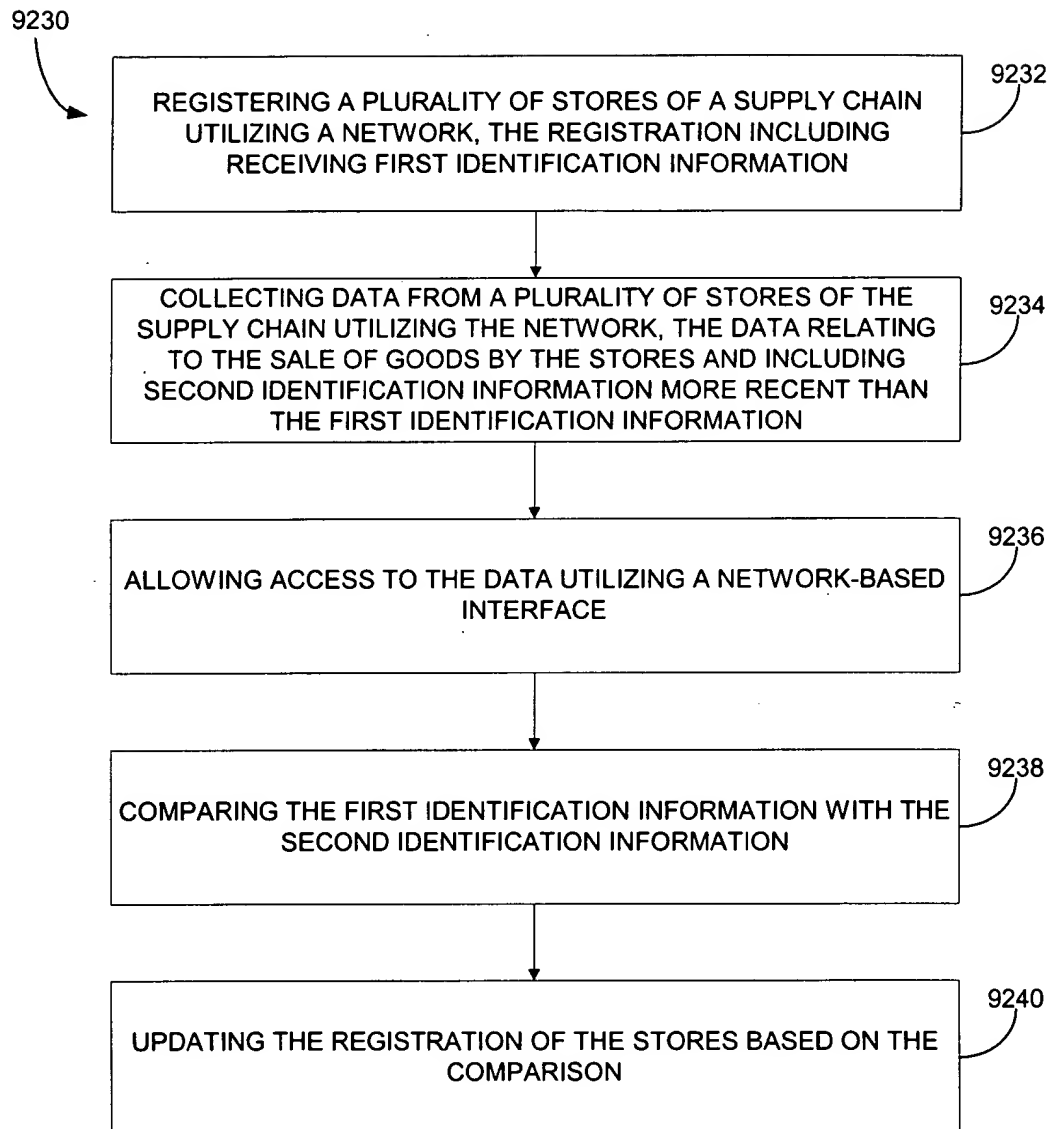
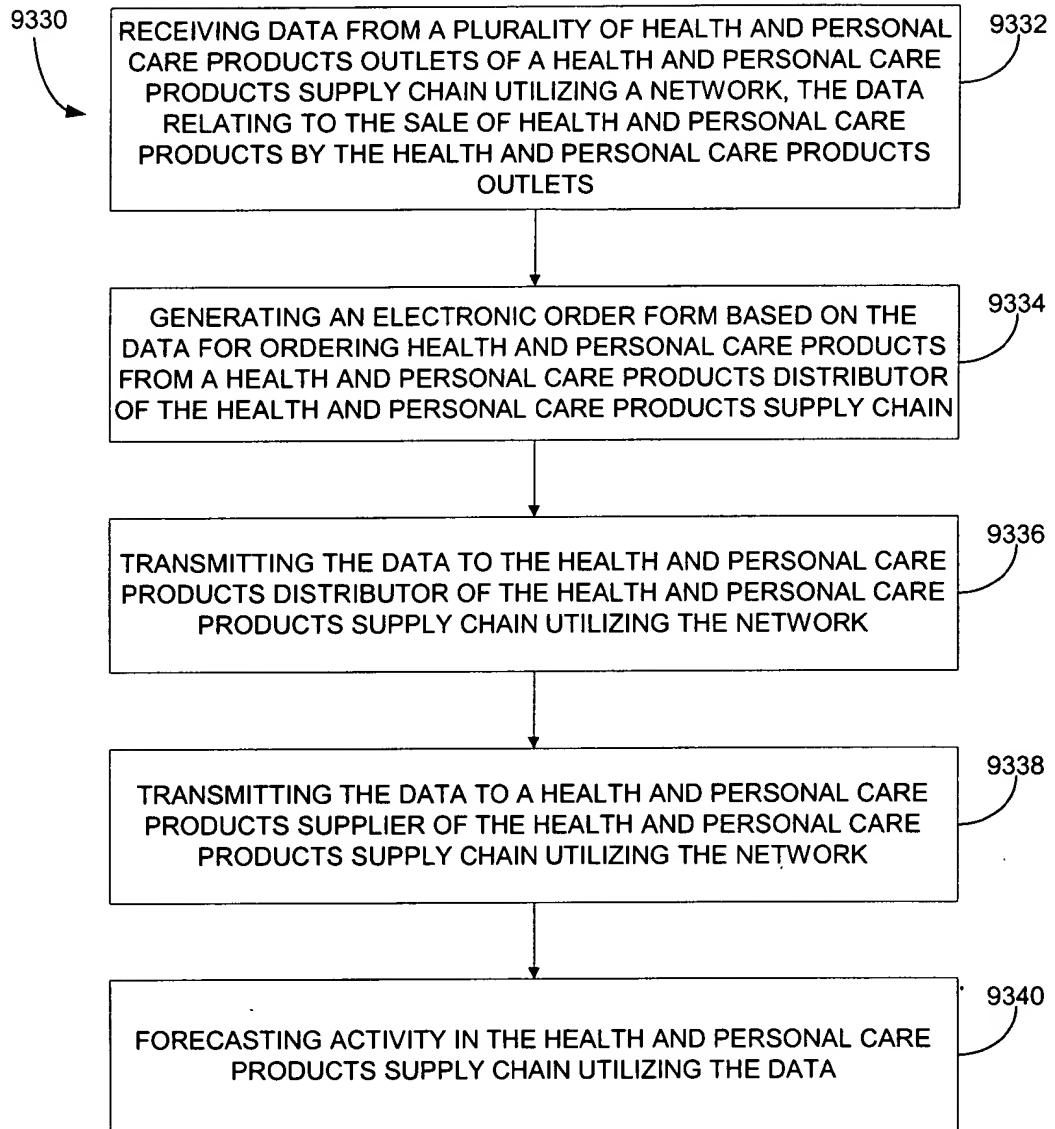


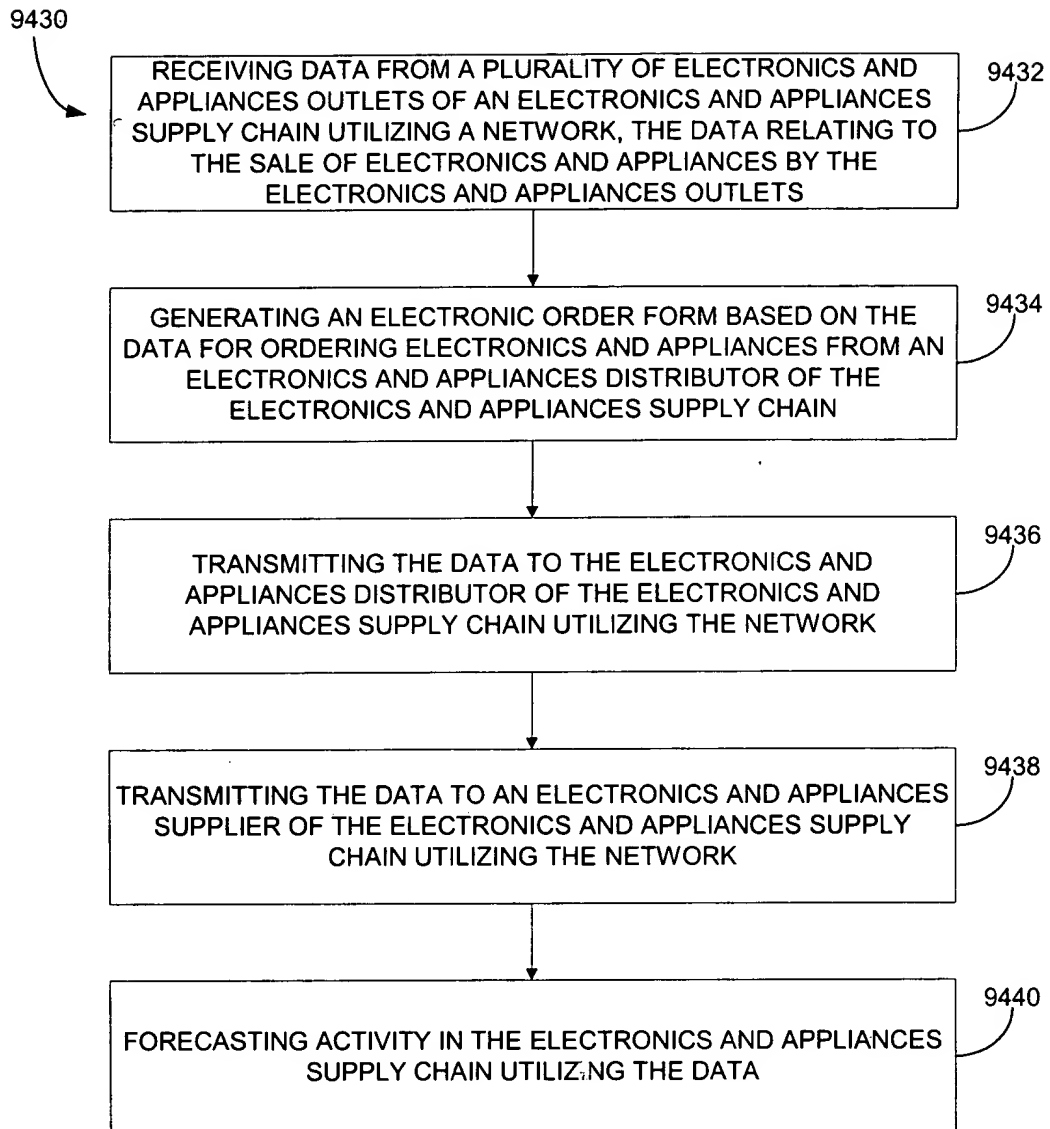
Fig. 91



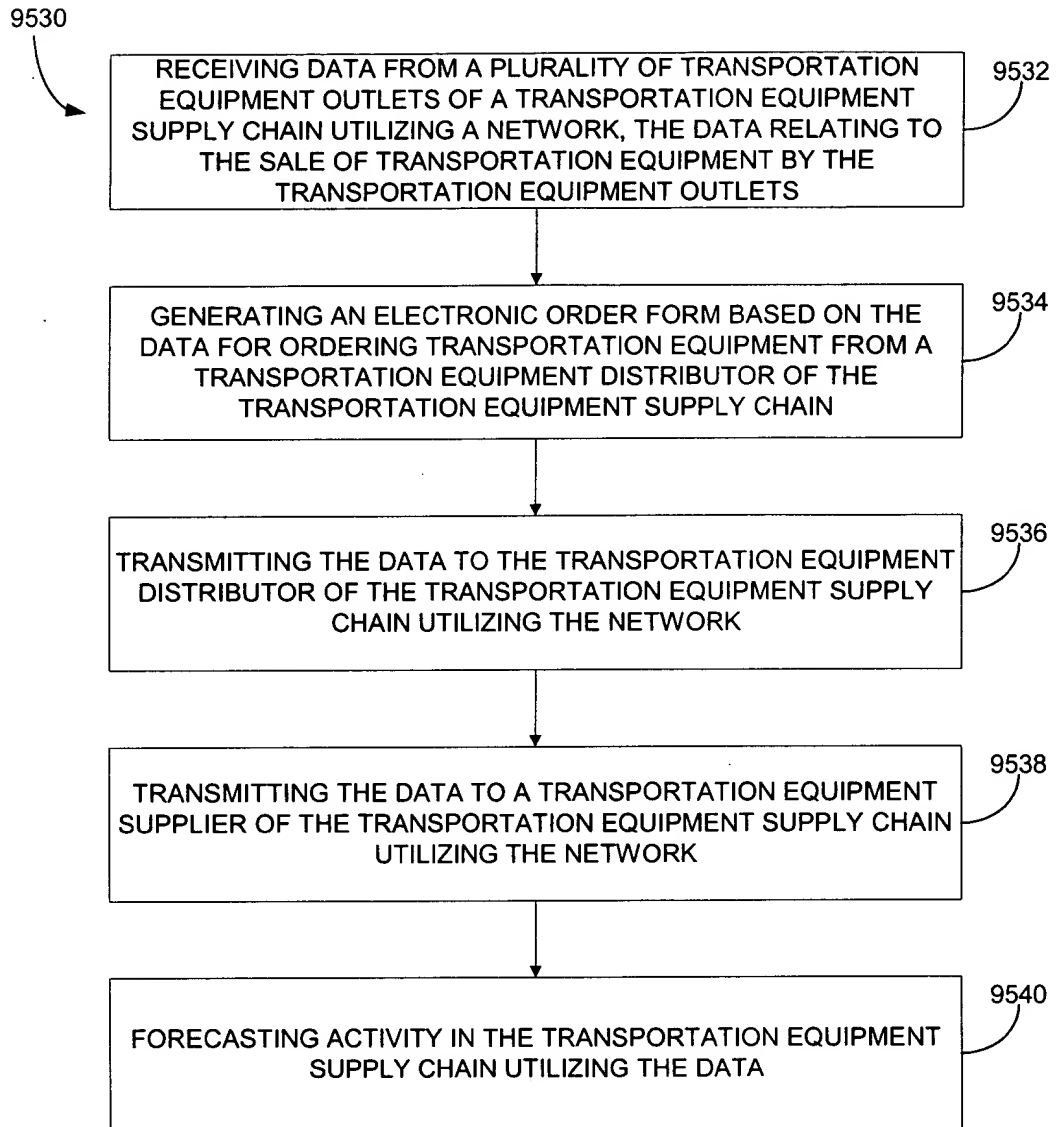
**FIG. 92**



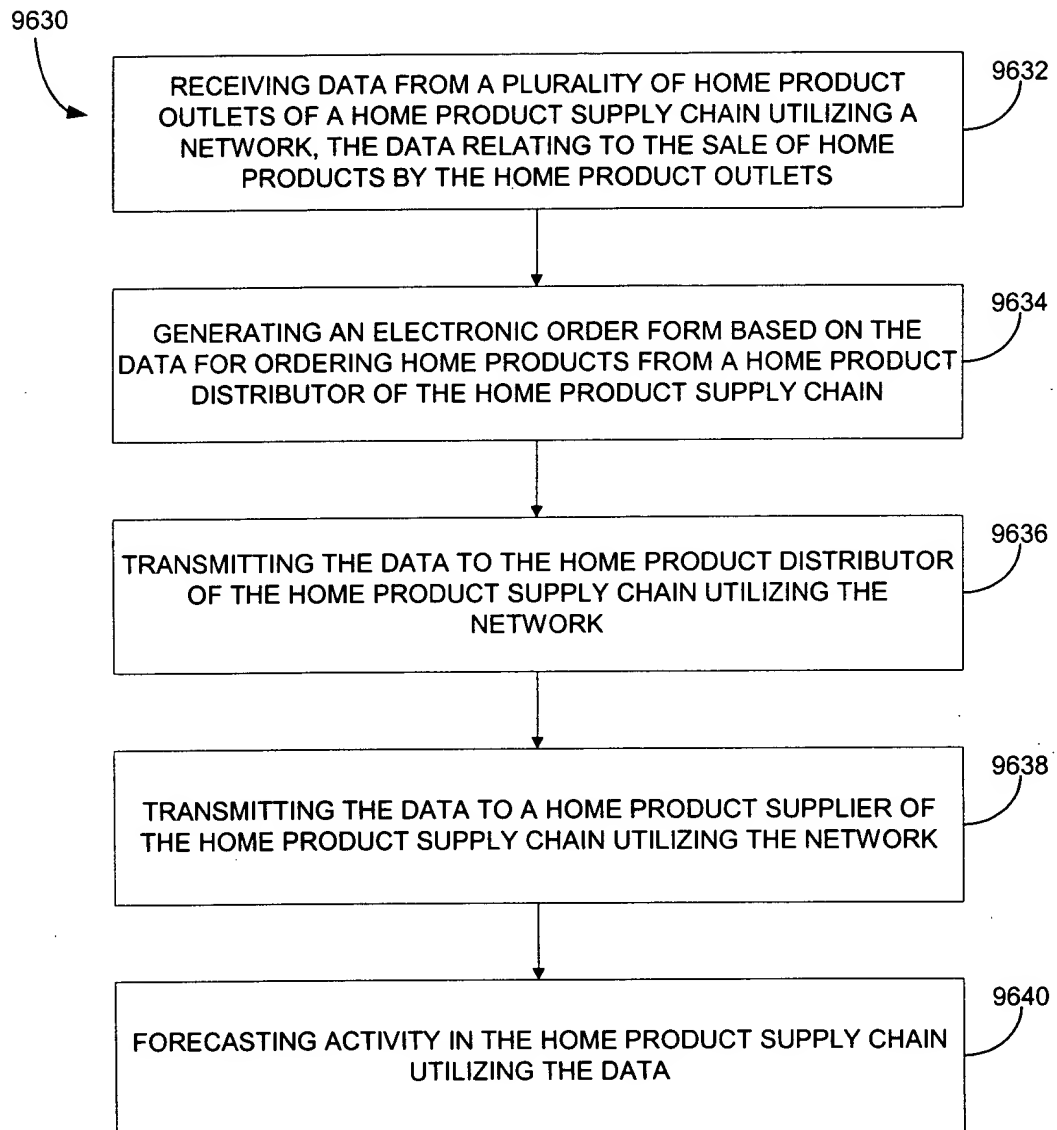
**FIG. 93**



**FIG. 94**

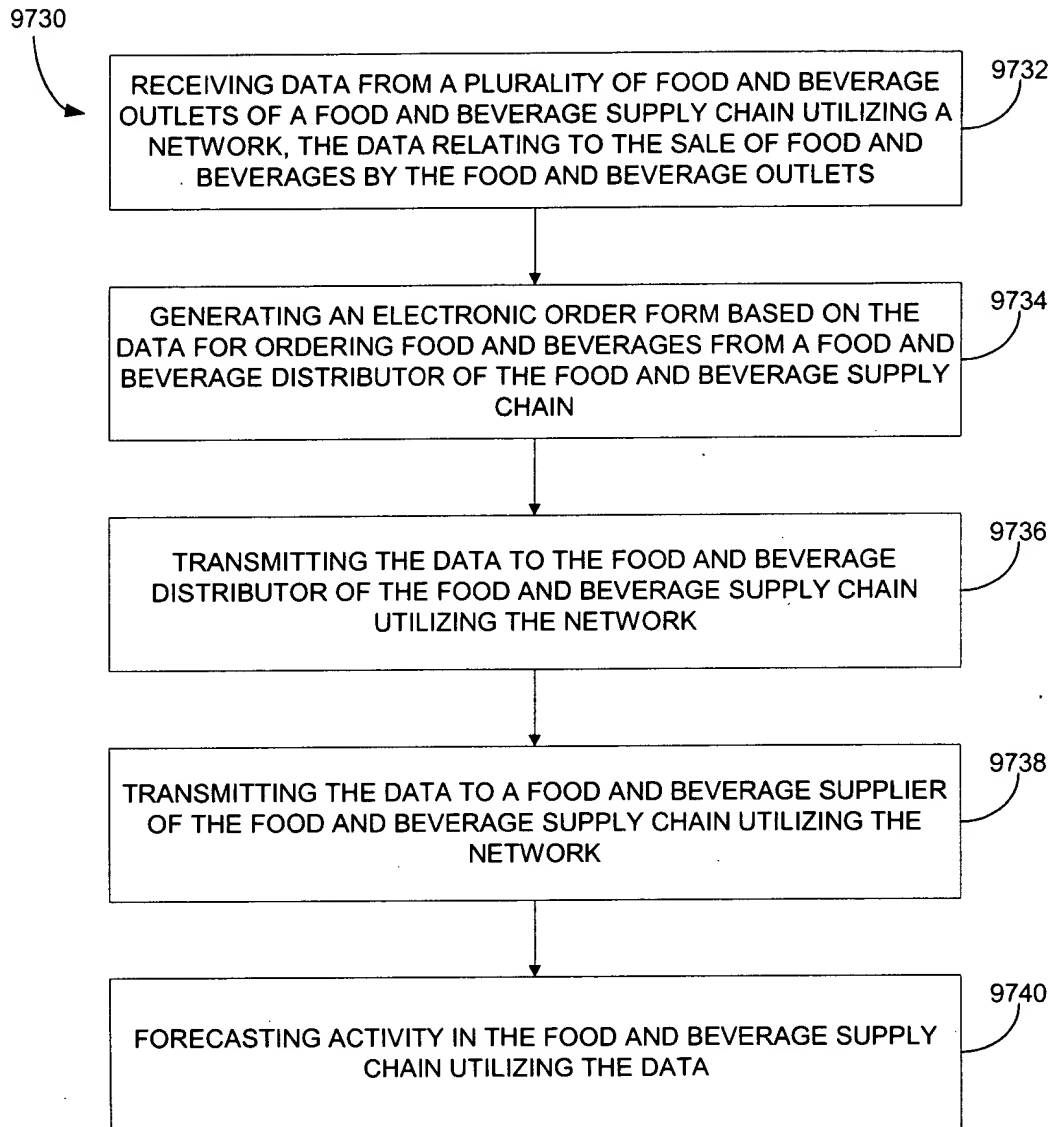


**FIG. 95**

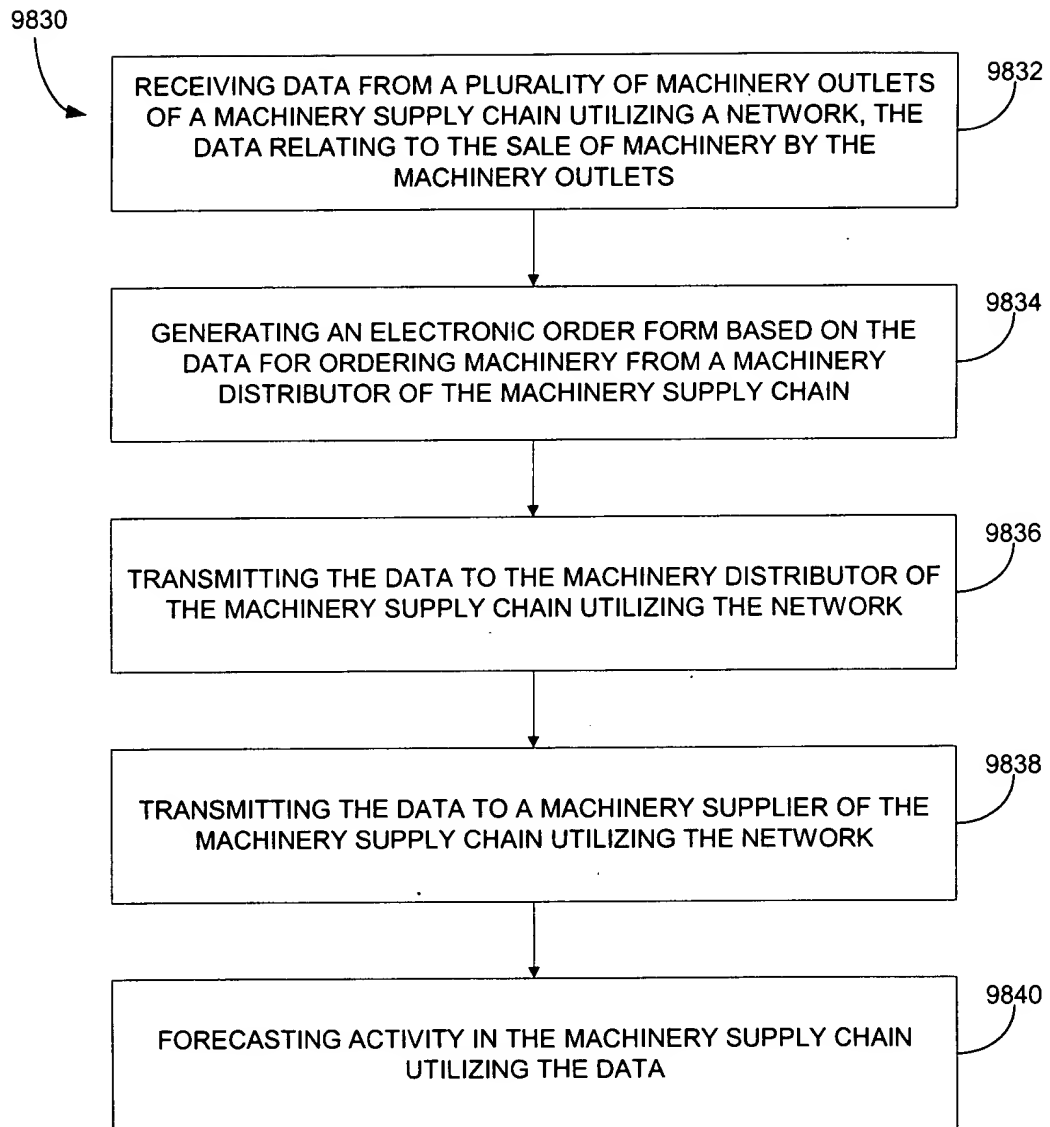


**FIG. 96**

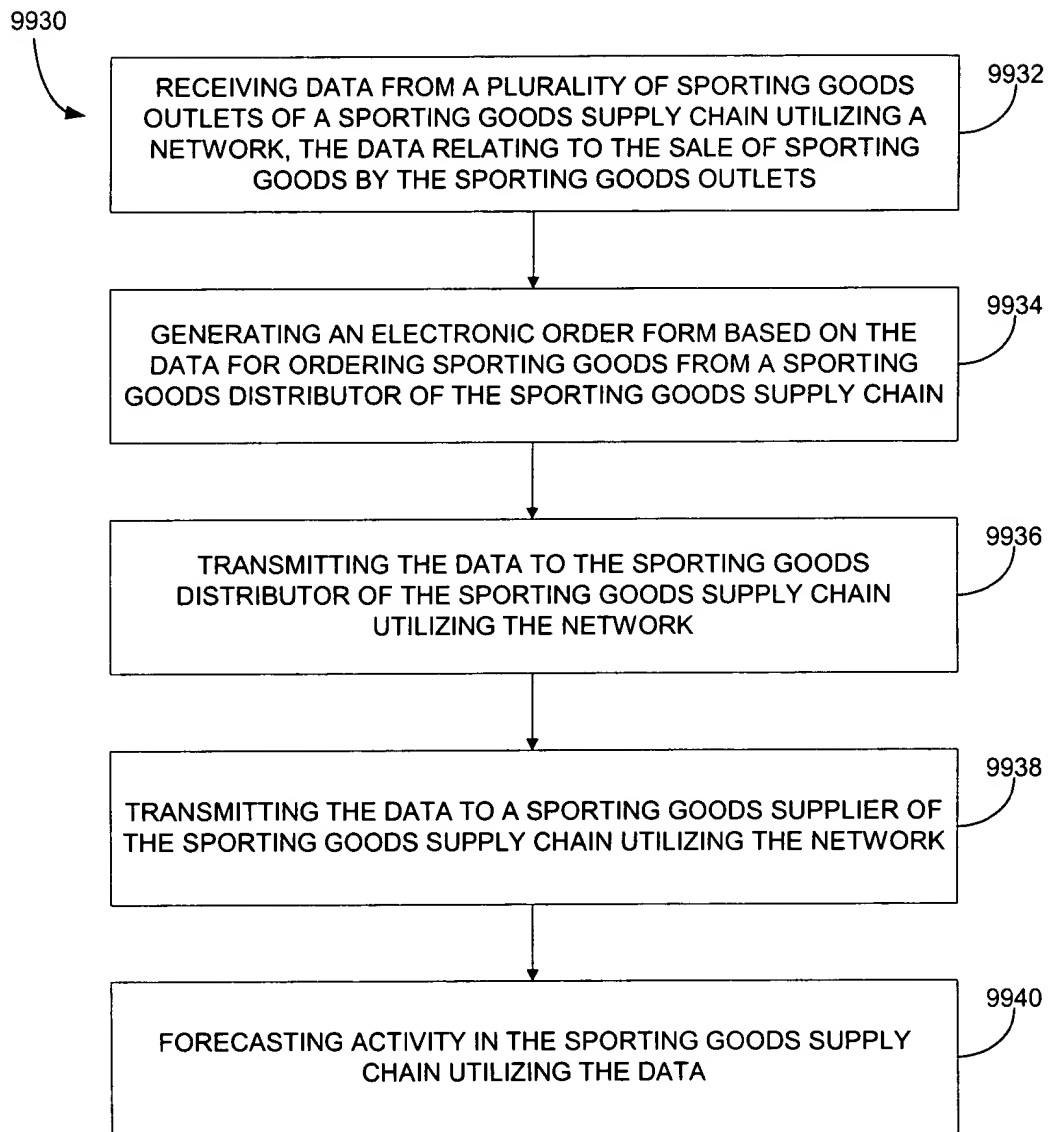




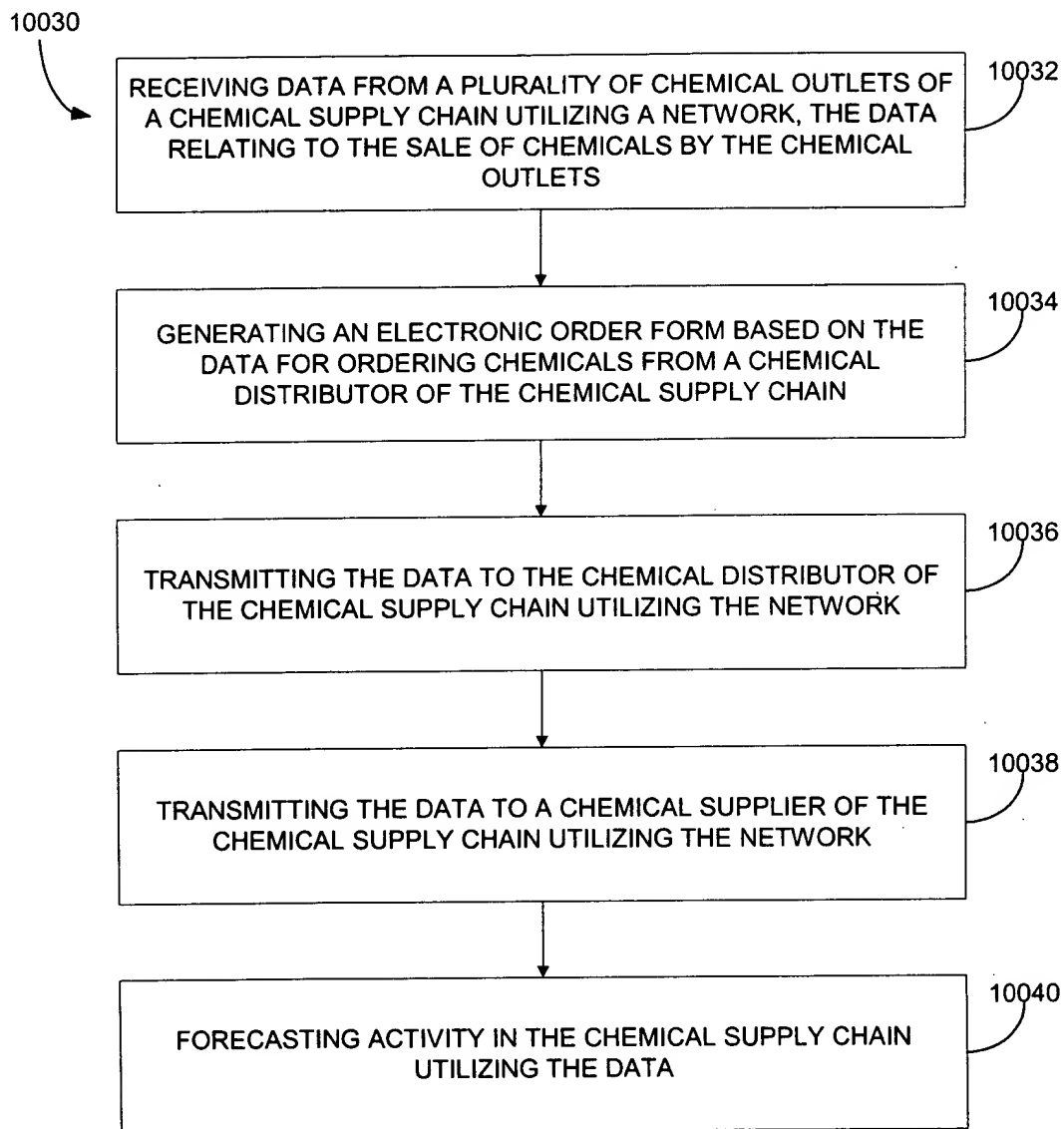
**FIG. 97**



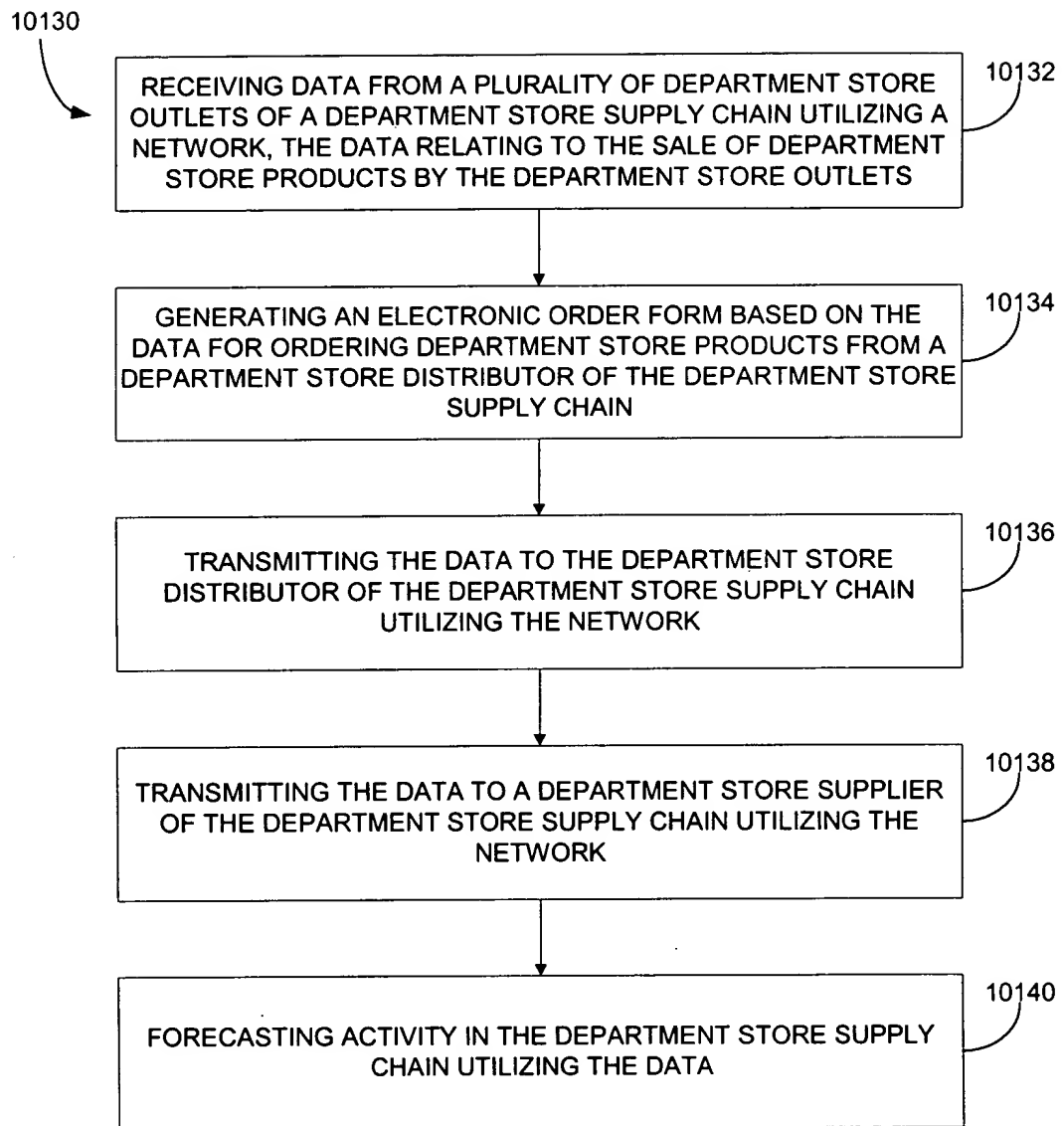
**FIG. 98**



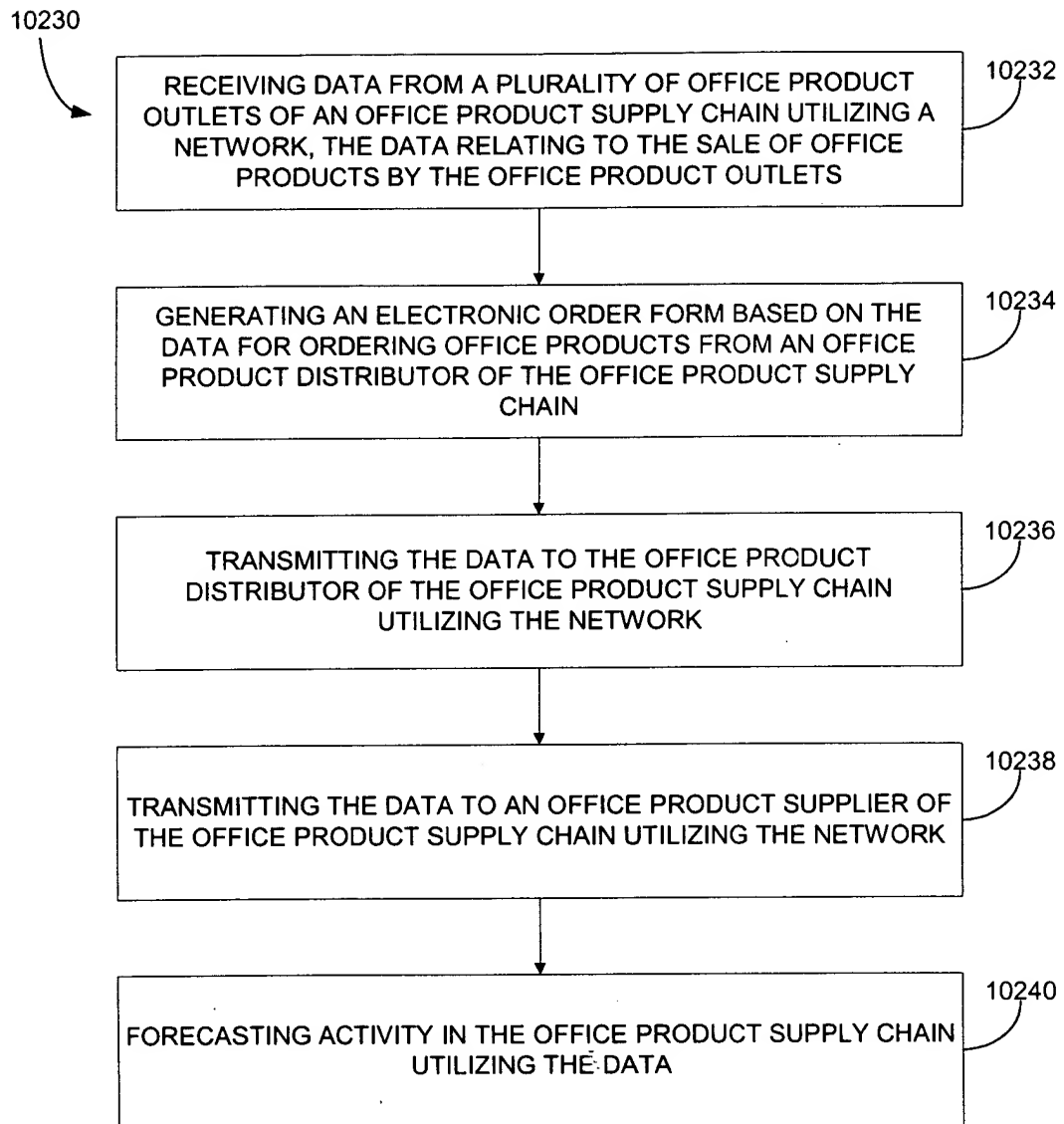
**FIG. 99**



**FIG. 100**

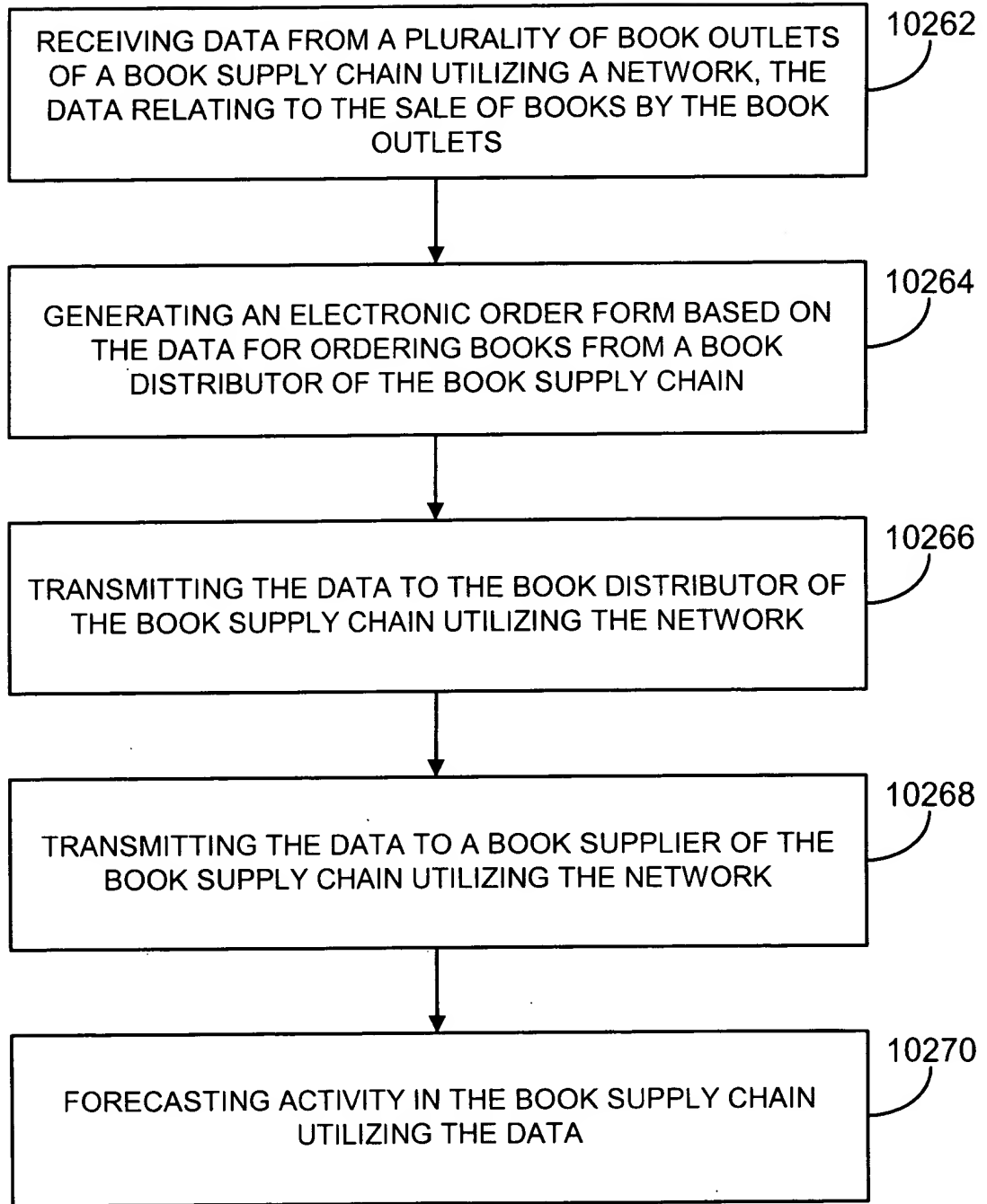


**FIG. 101**

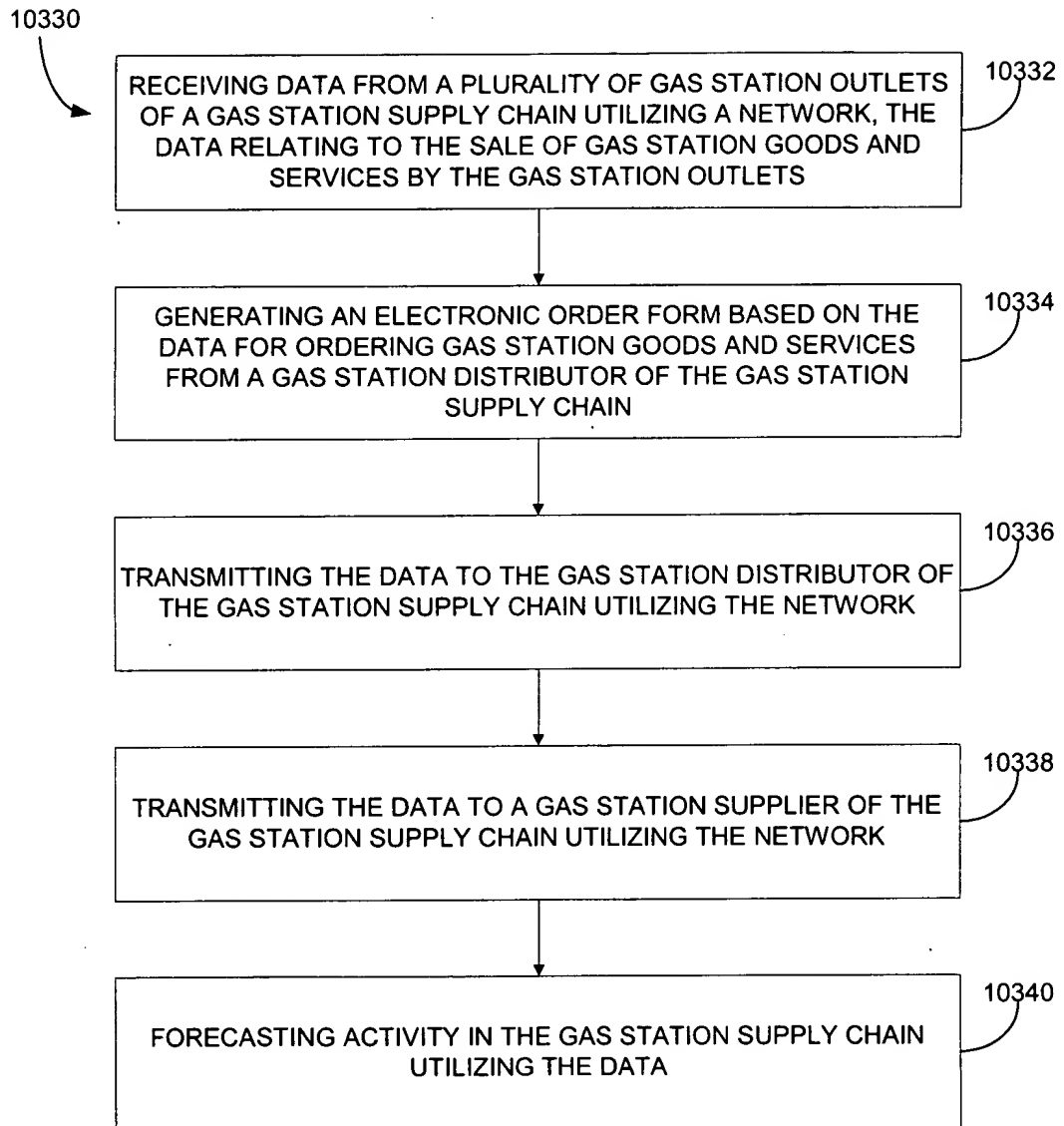


**FIG. 102A**

10260

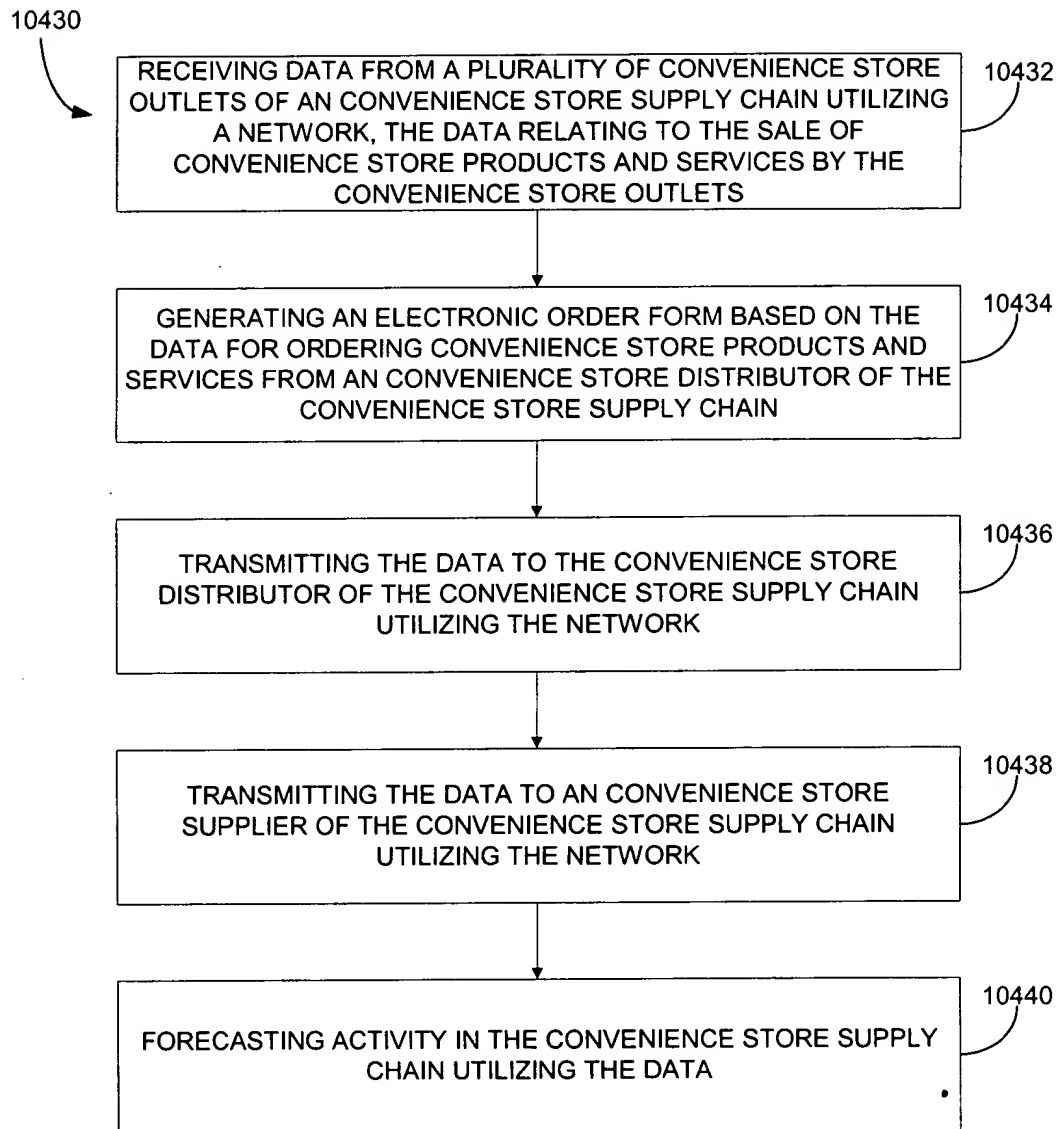


**FIG. 102B**



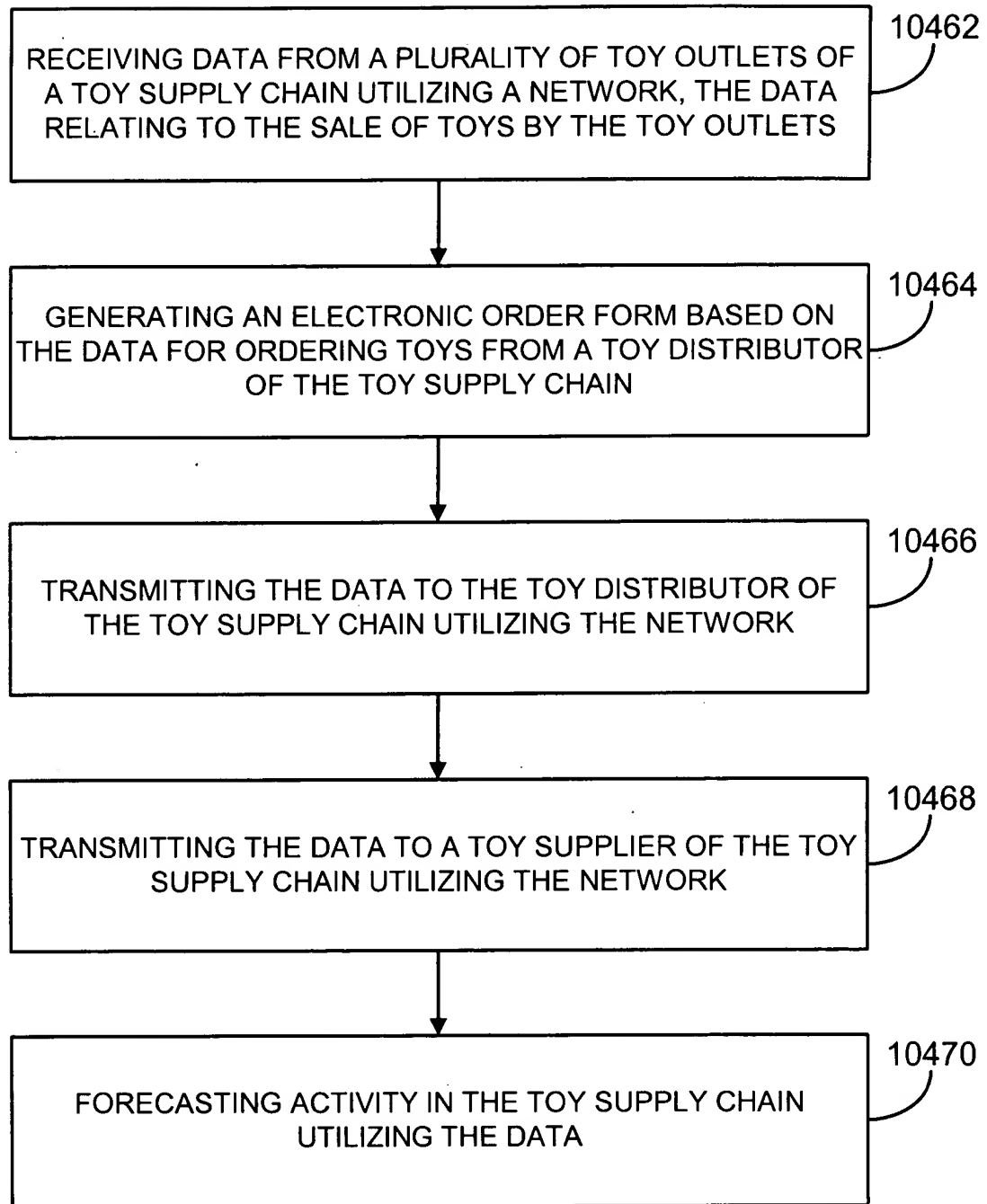
**FIG. 103**



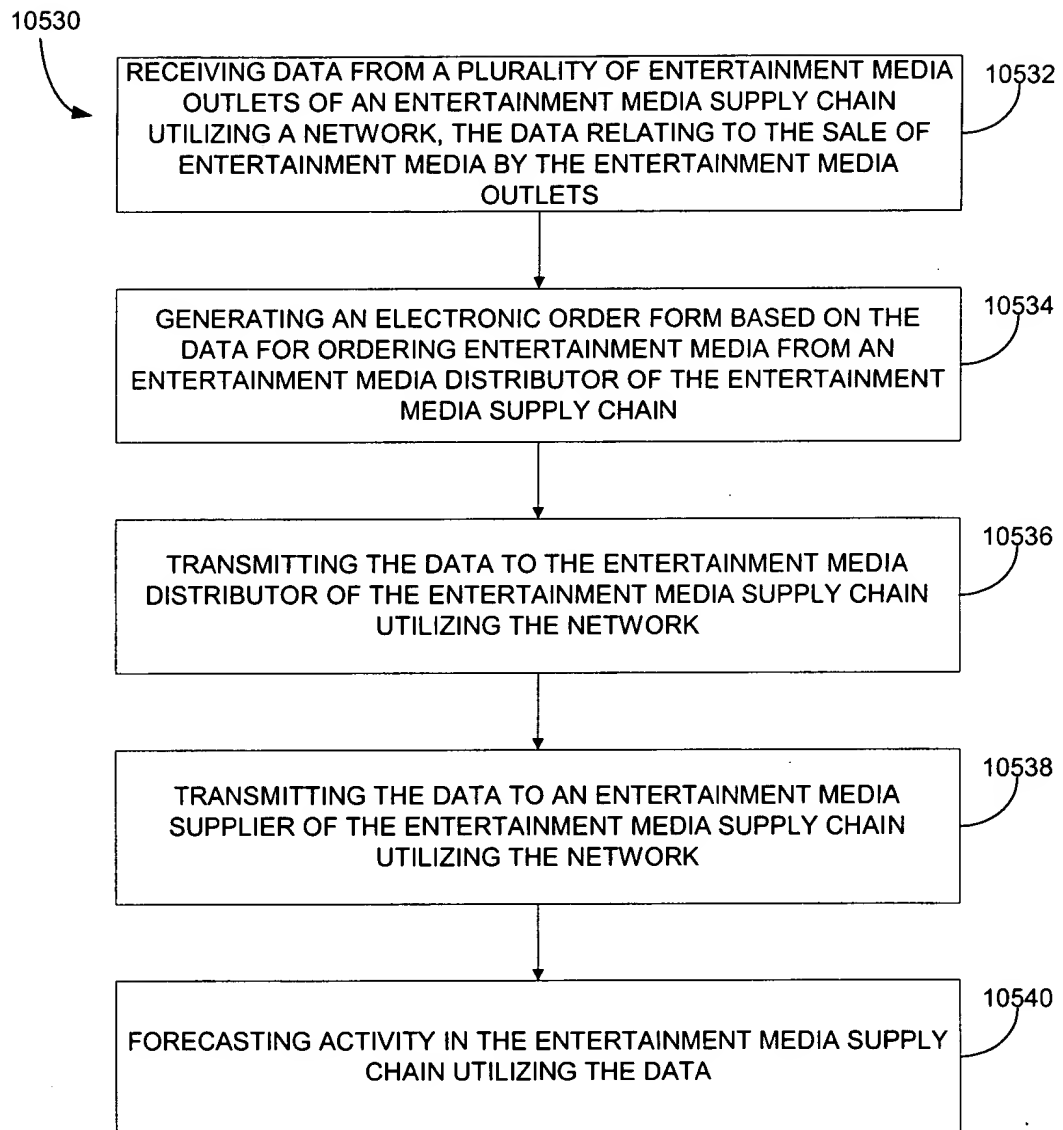


**FIG. 104A**

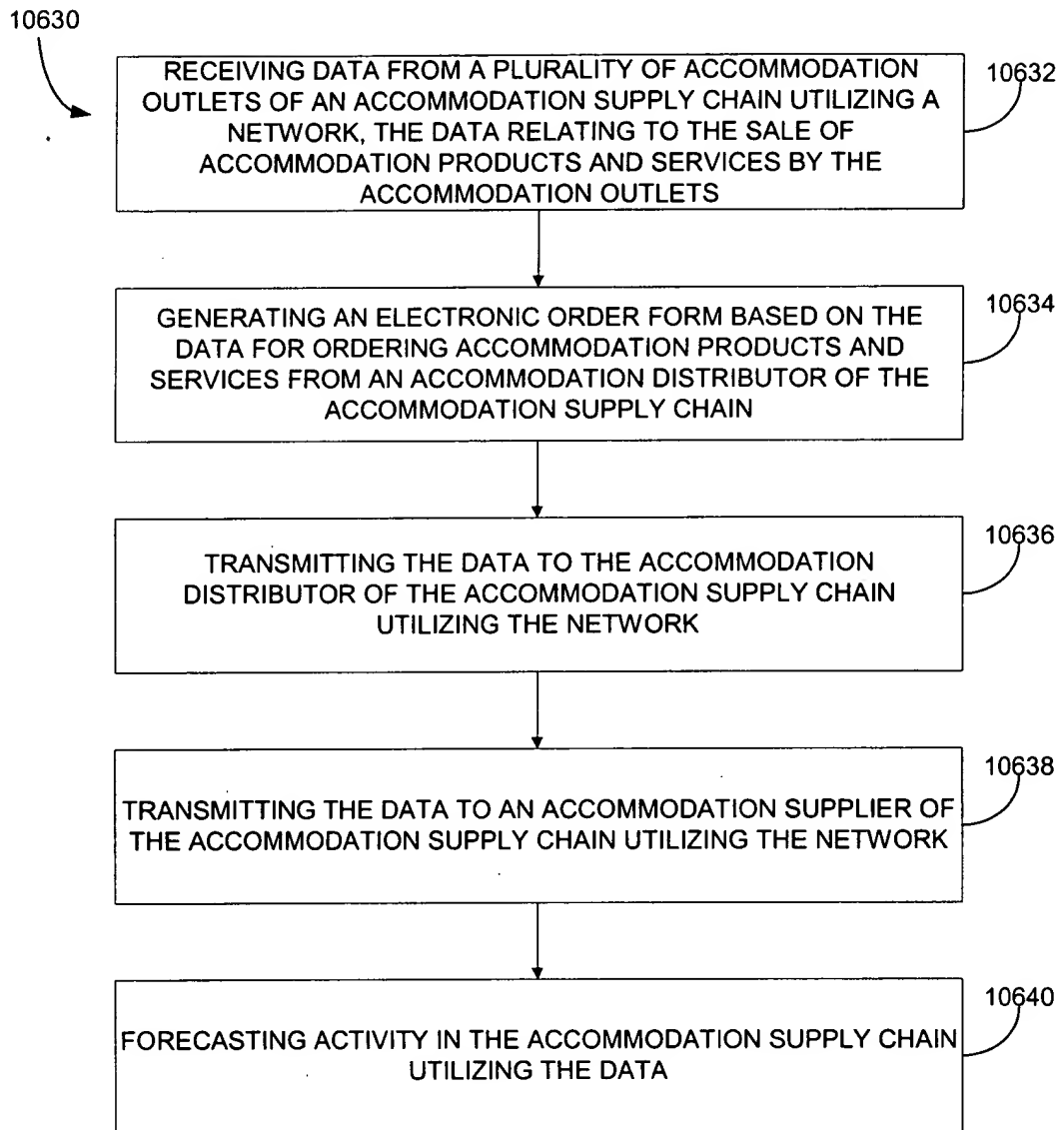
10460



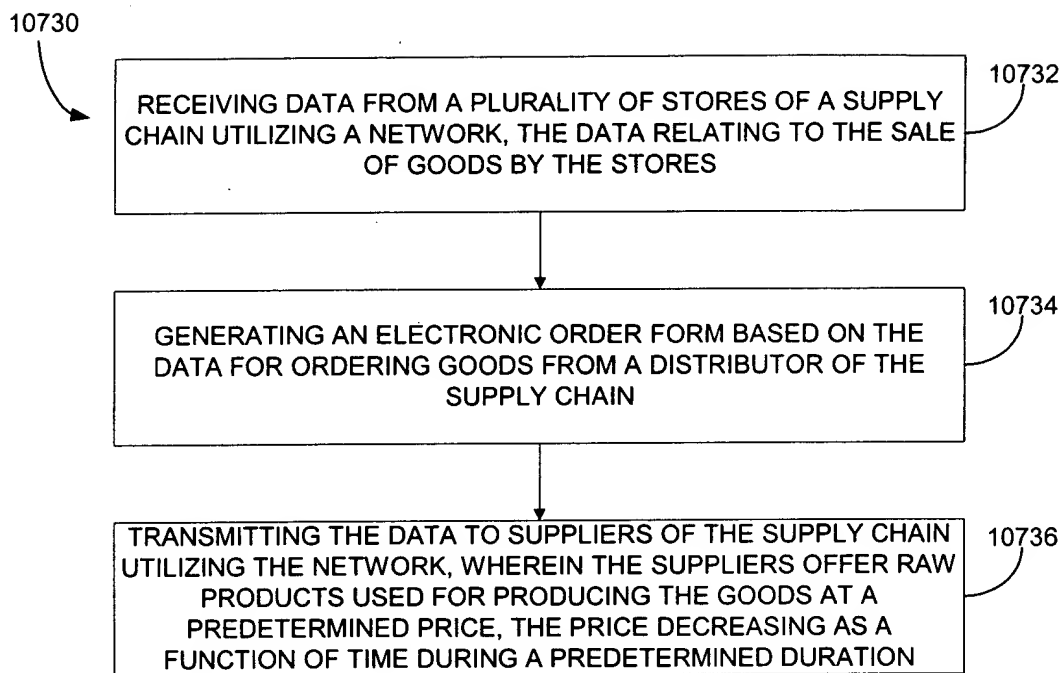
**FIG. 104B**



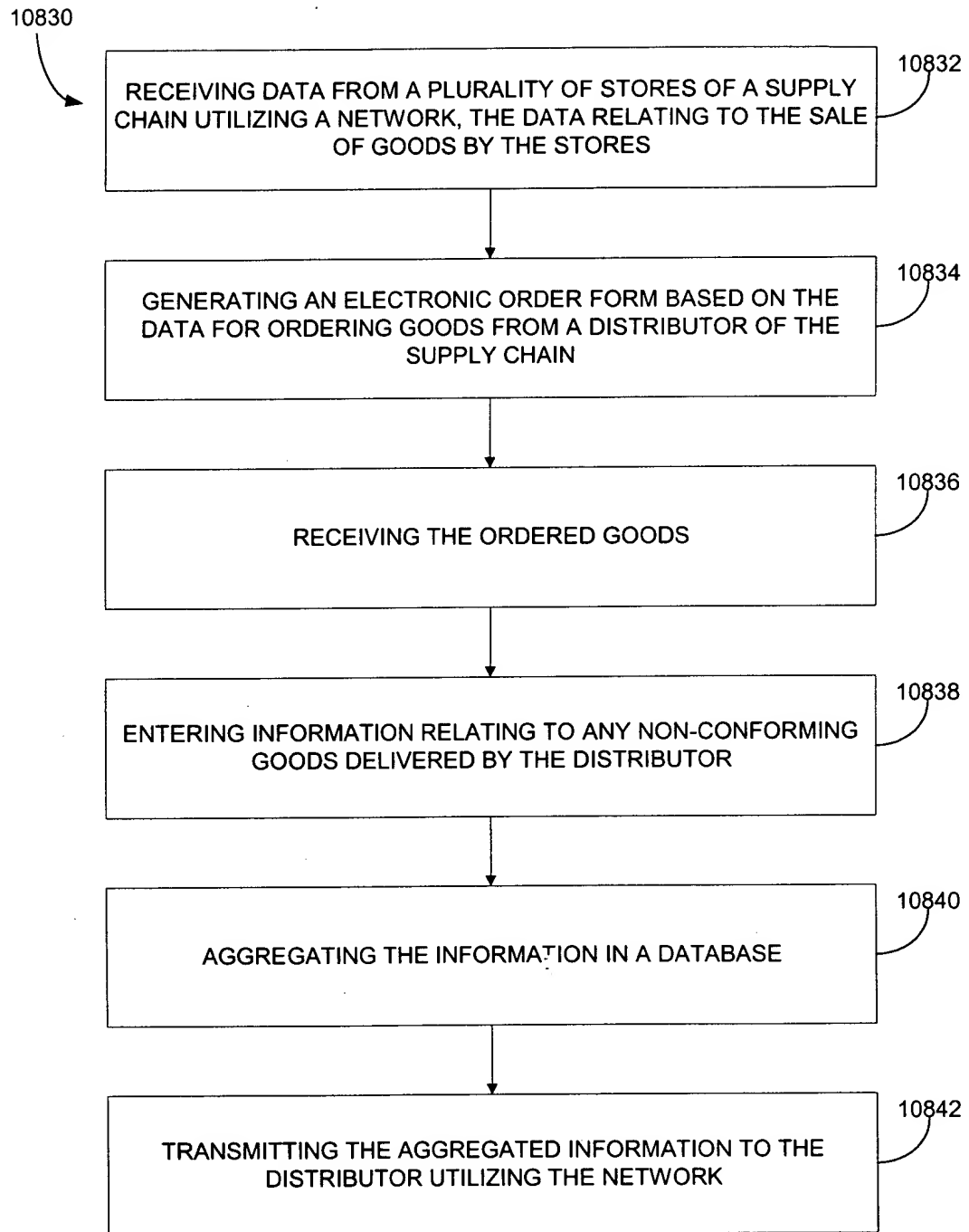
**FIG. 105**



**FIG. 106**

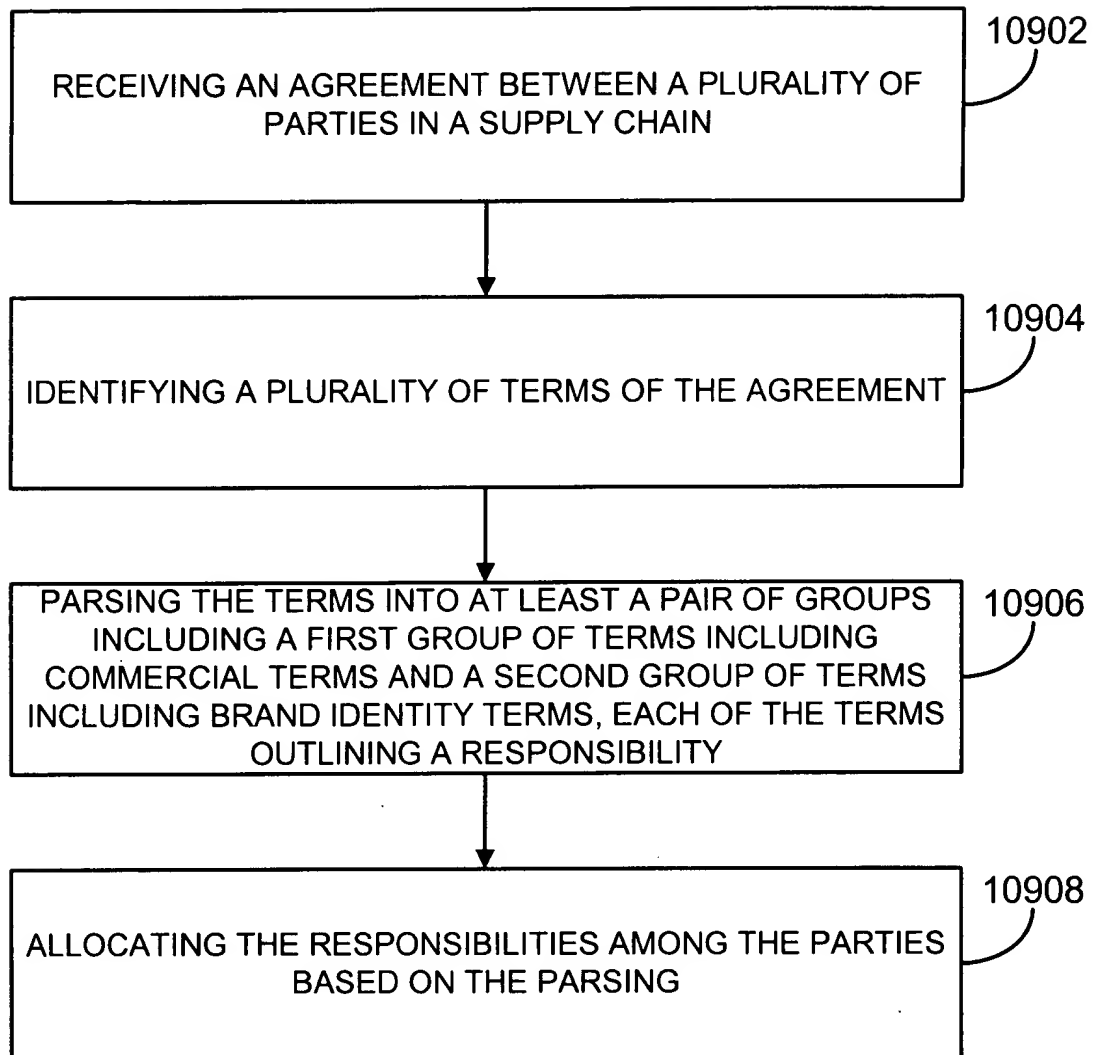


**FIG. 107**



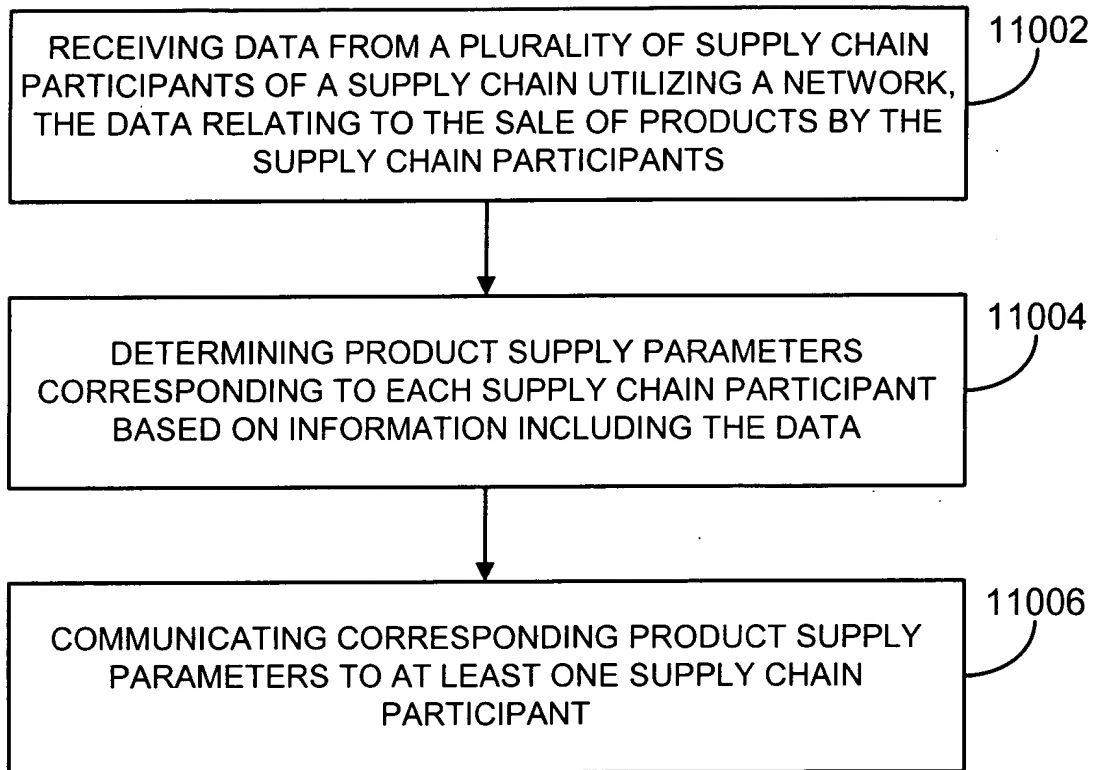
**FIG. 108**

10900



**FIG. 109**

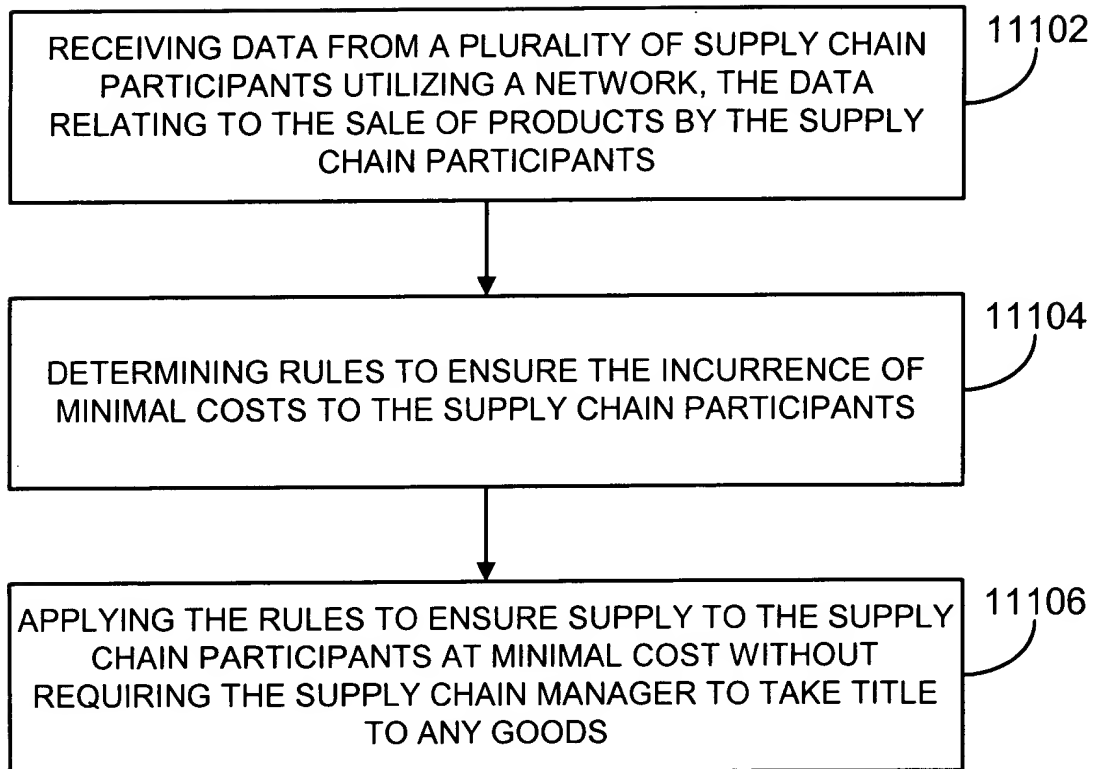
11000



**FIG. 110**

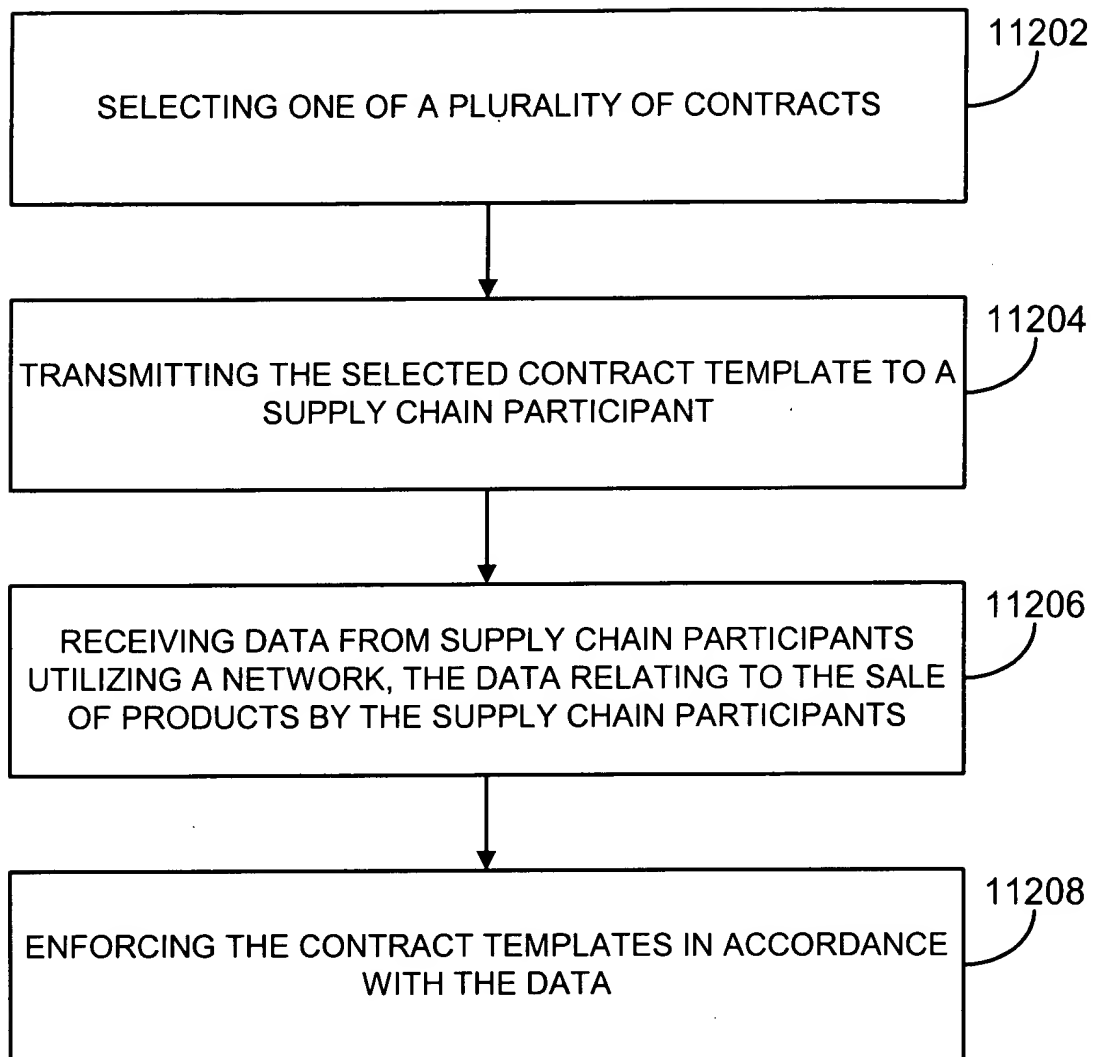


11100



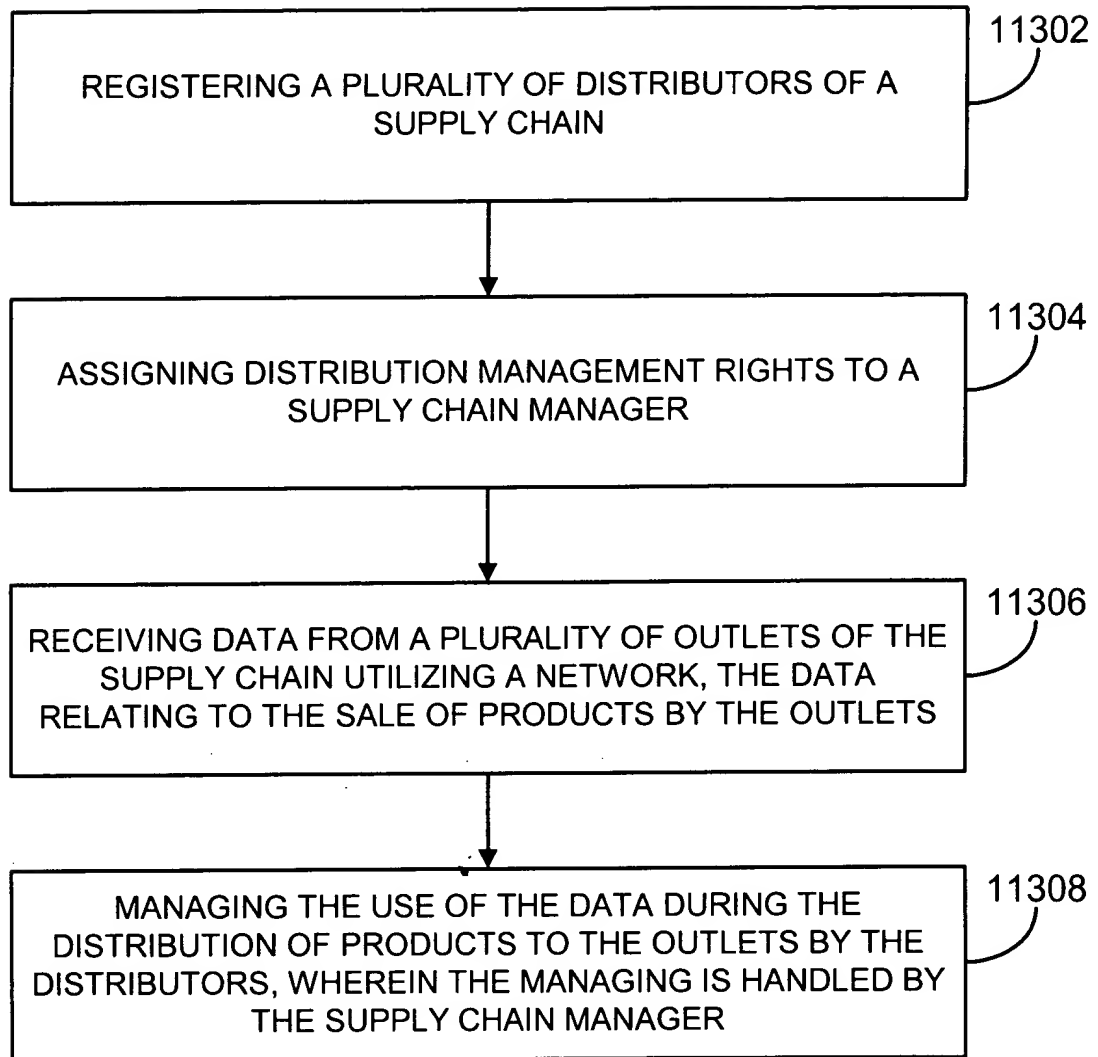
**FIG. 111**

11200



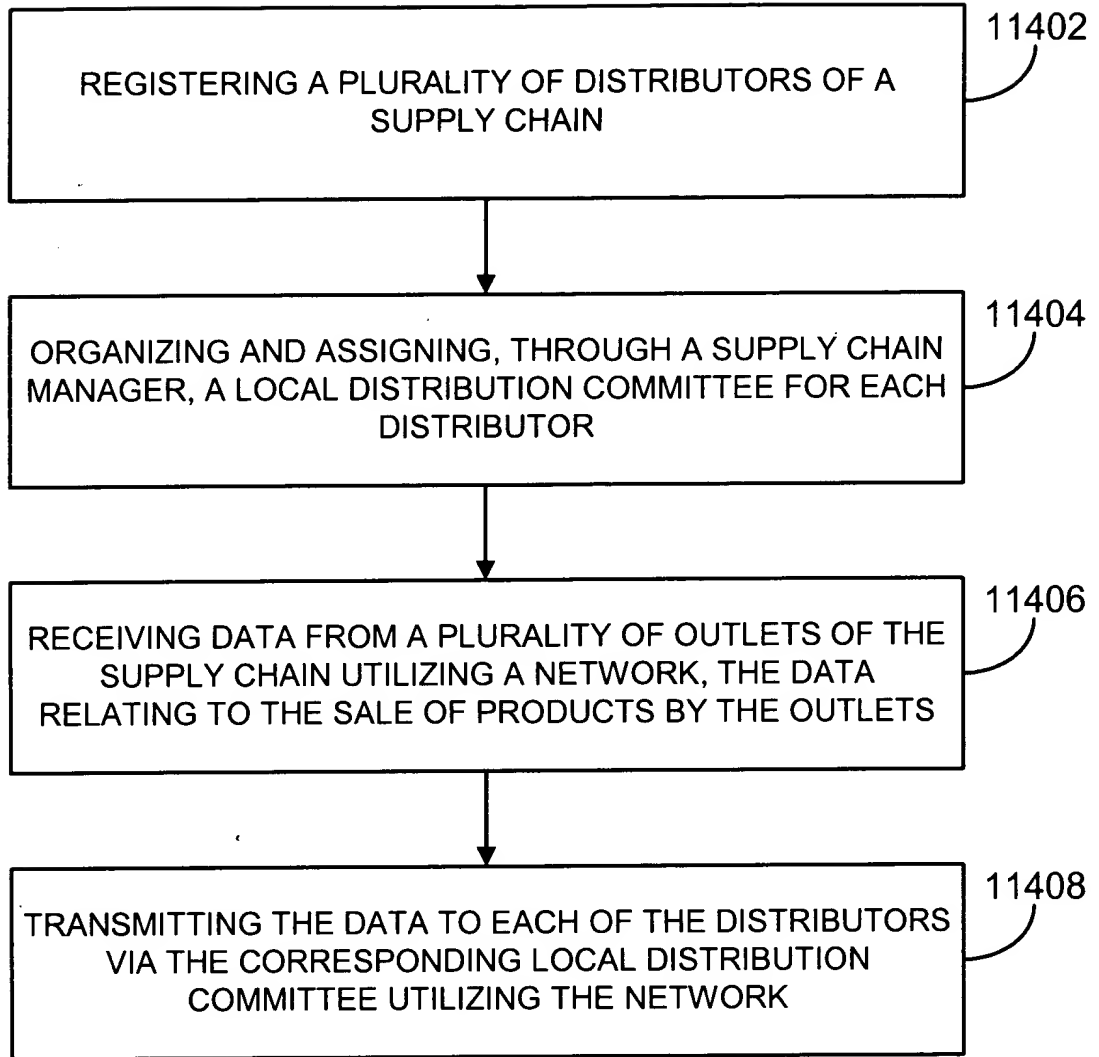
**FIG. 112**

11300



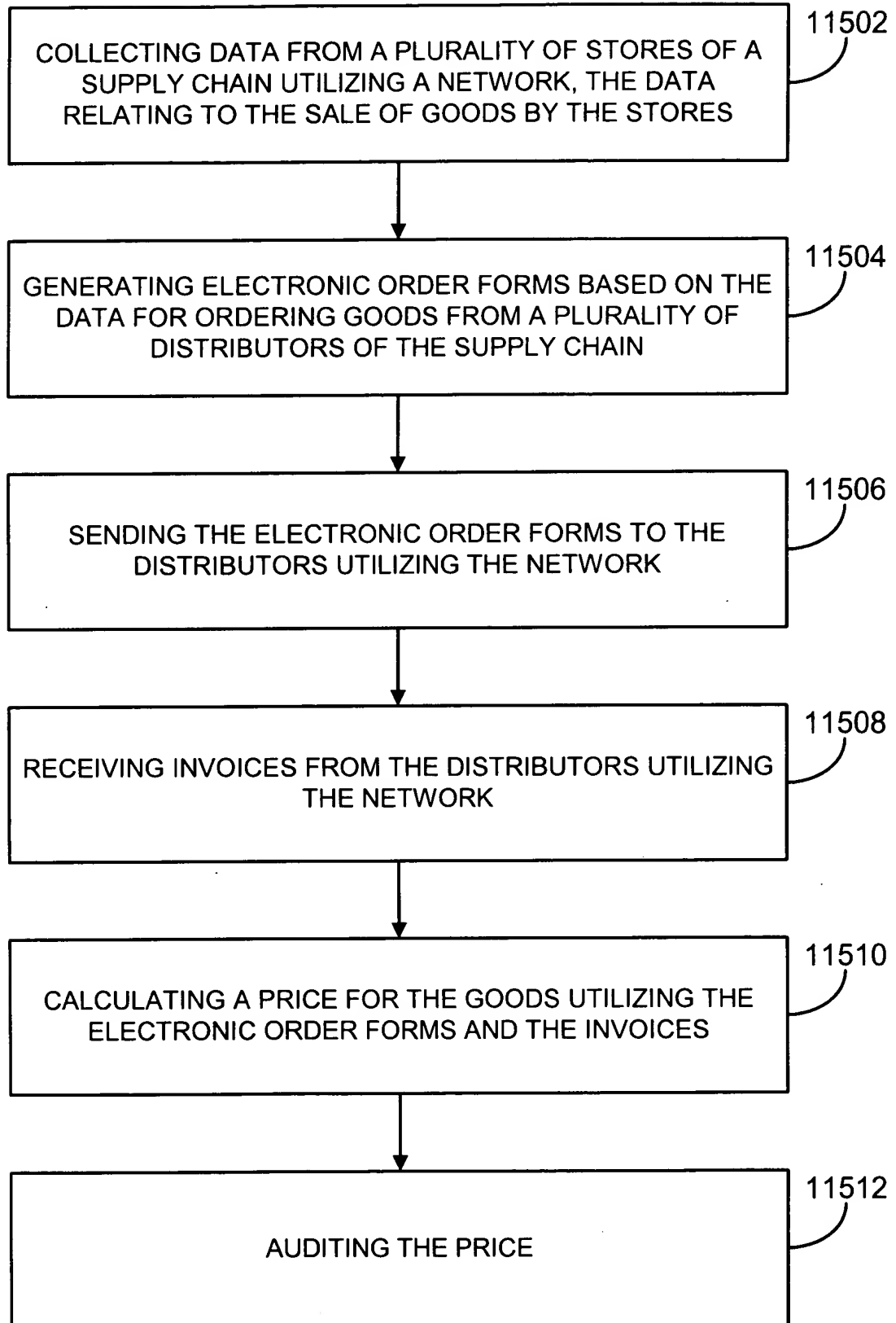
**FIG. 113**

11400



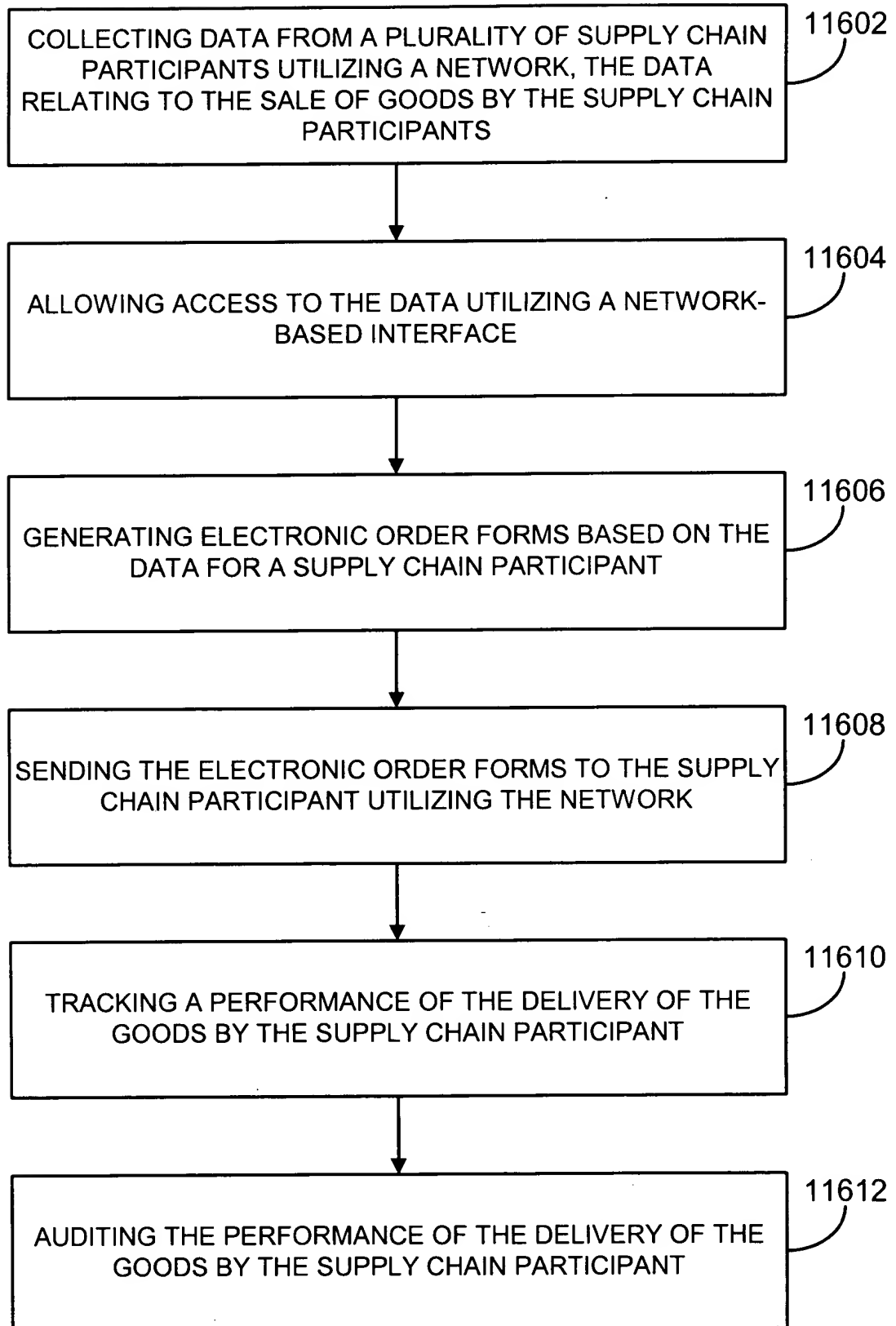
**FIG. 114**

11500



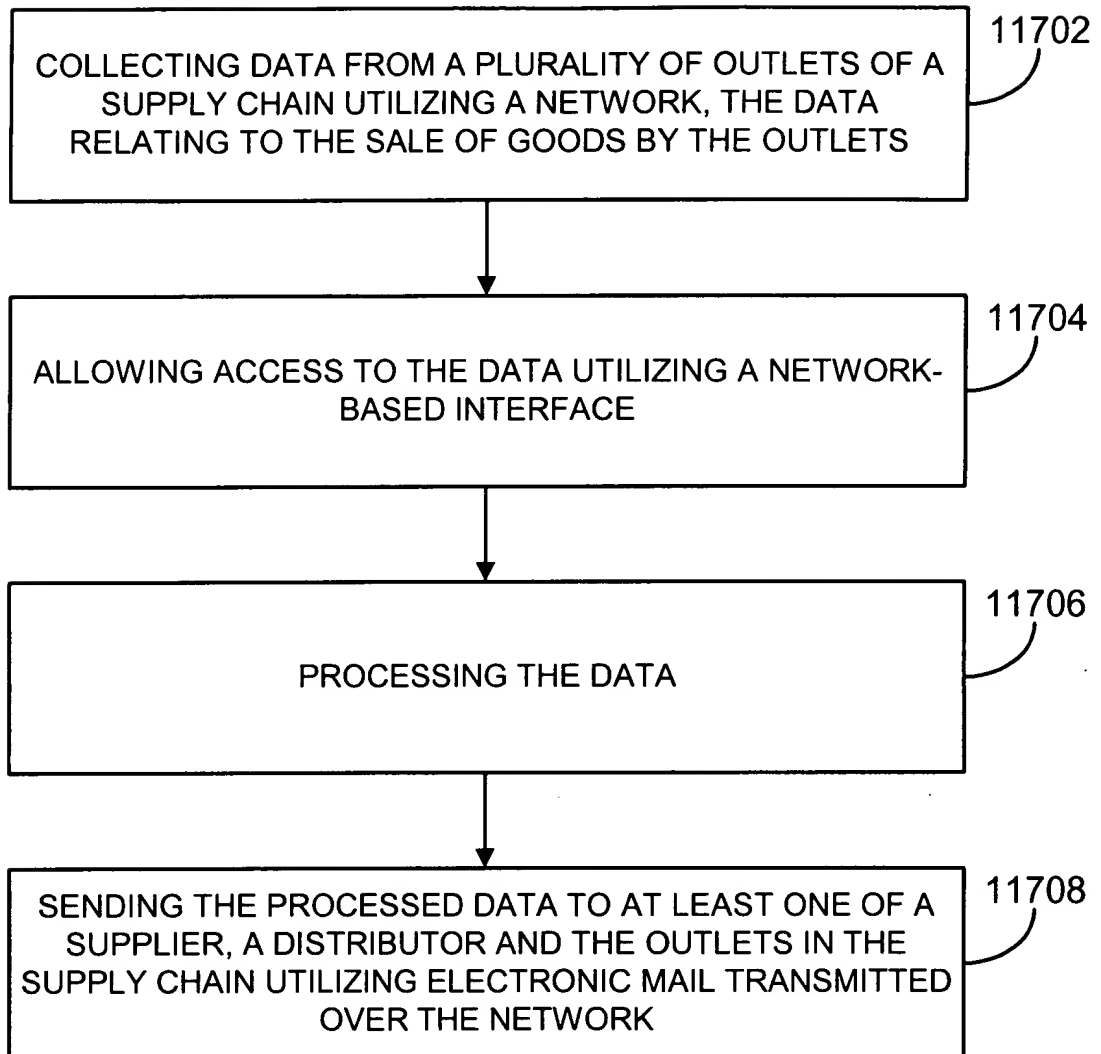
**FIG. 115**

11600



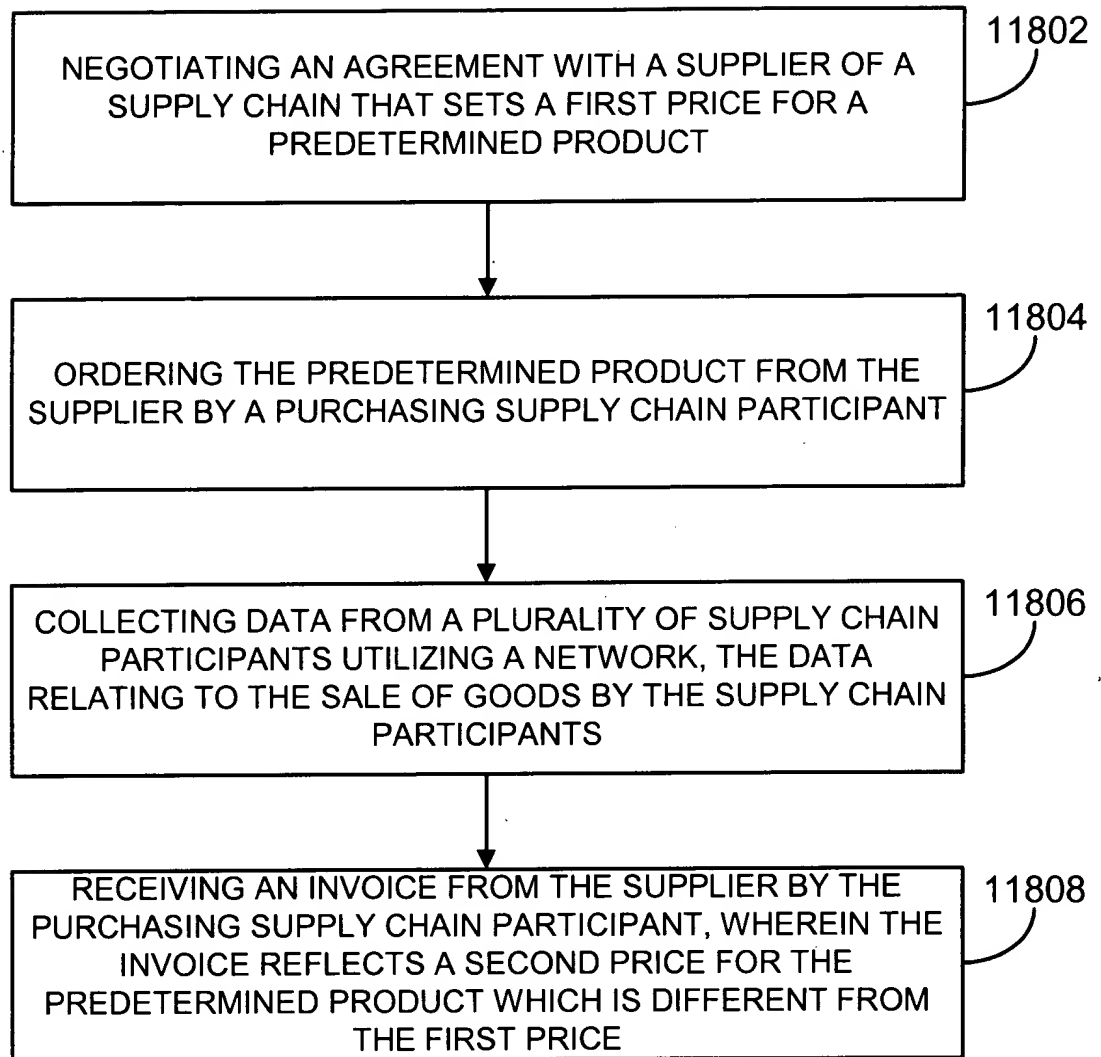
**FIG. 116**

11700



**FIG. 117**

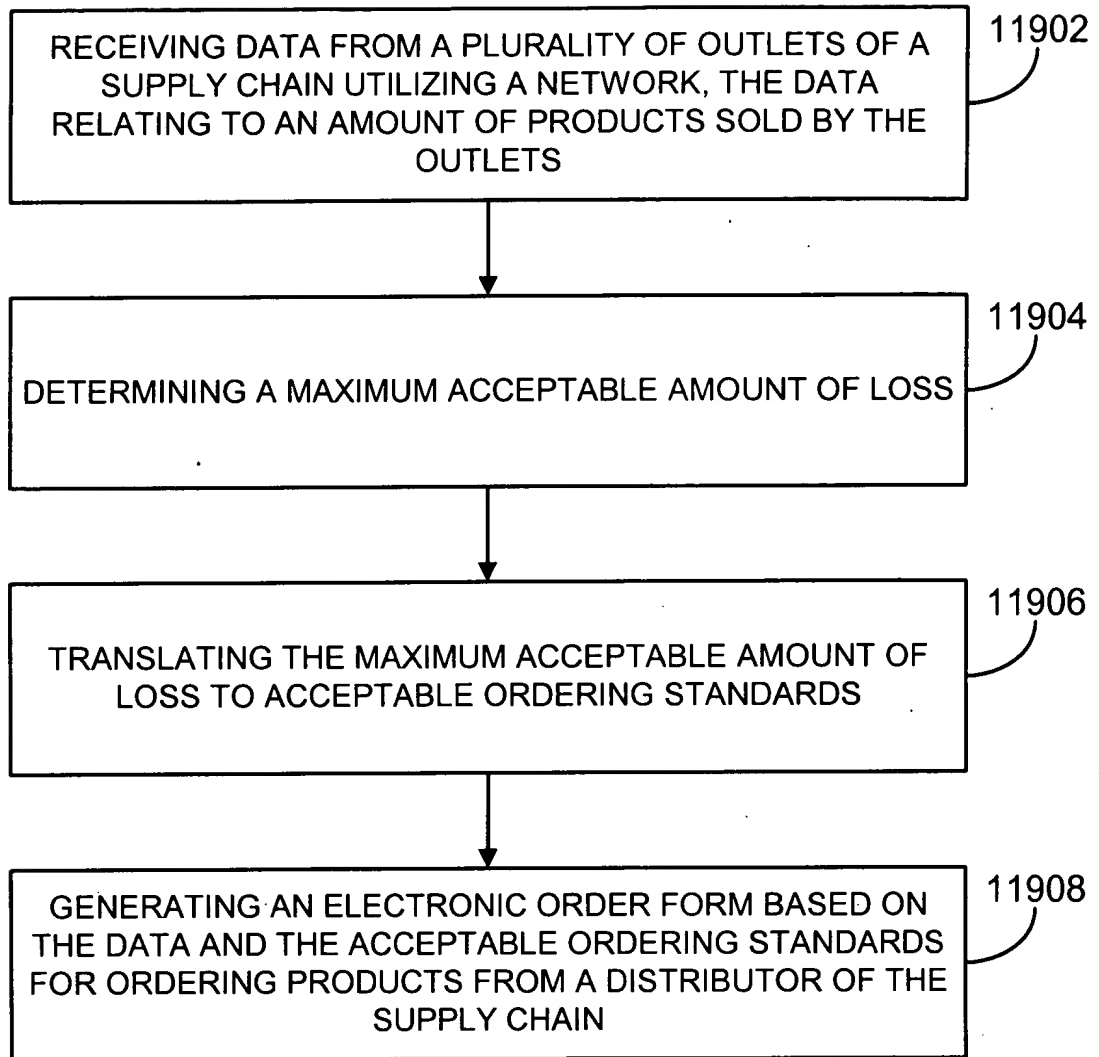
11800



**FIG. 118**

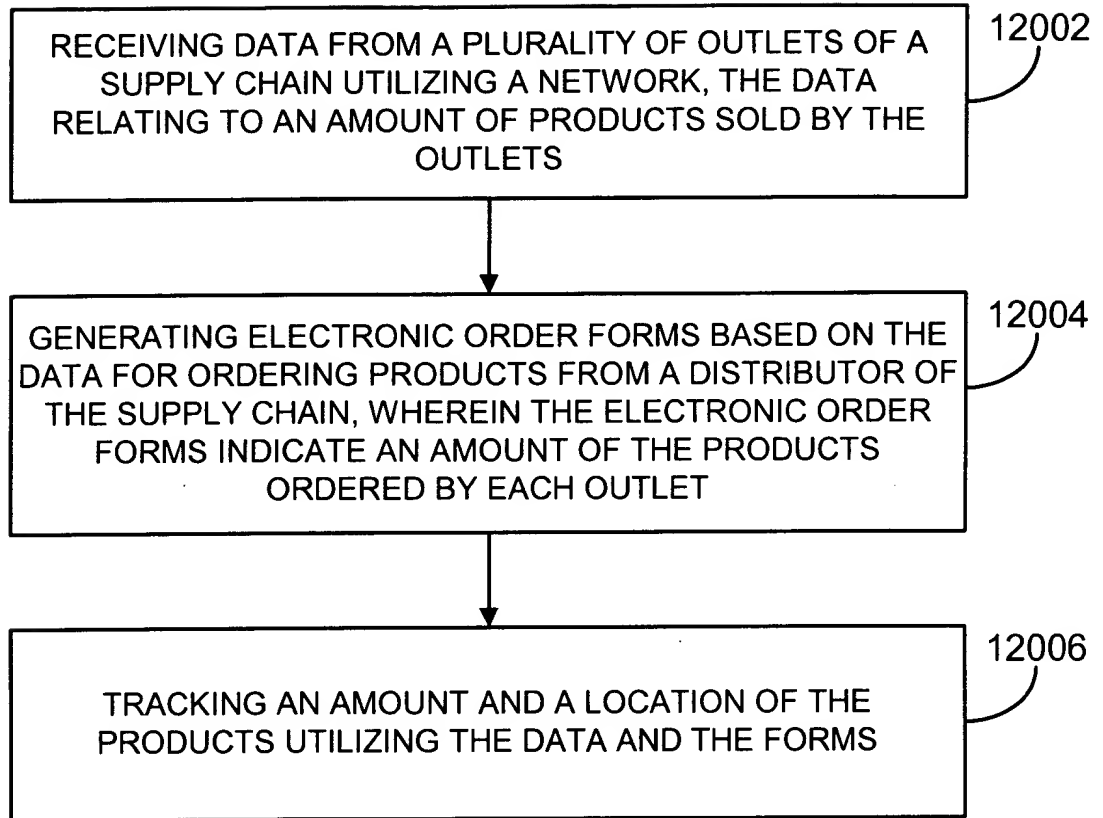


11900



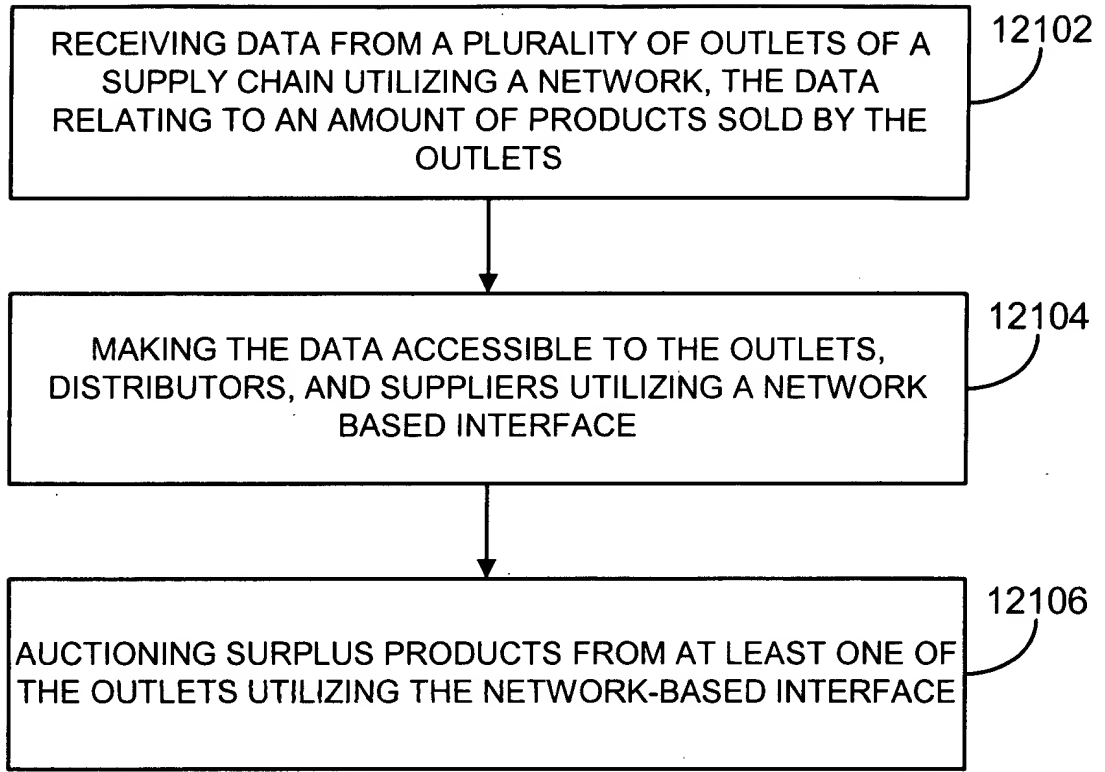
**FIG. 119**

12000



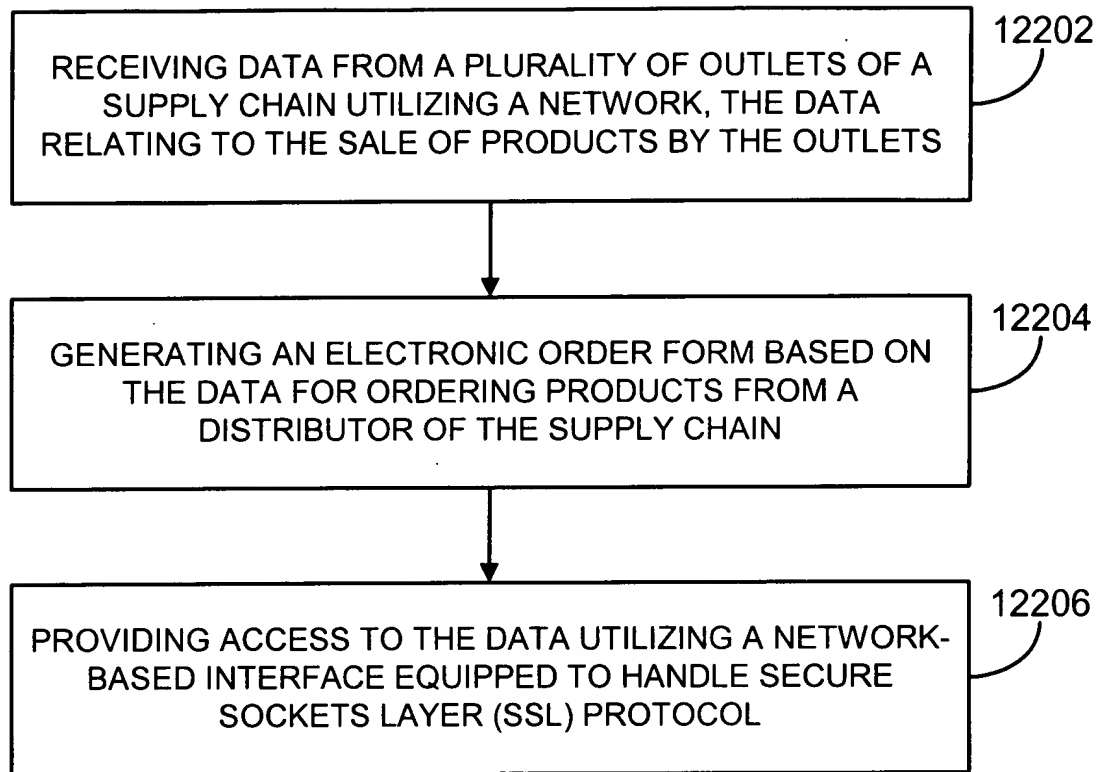
**FIG. 120**

12100



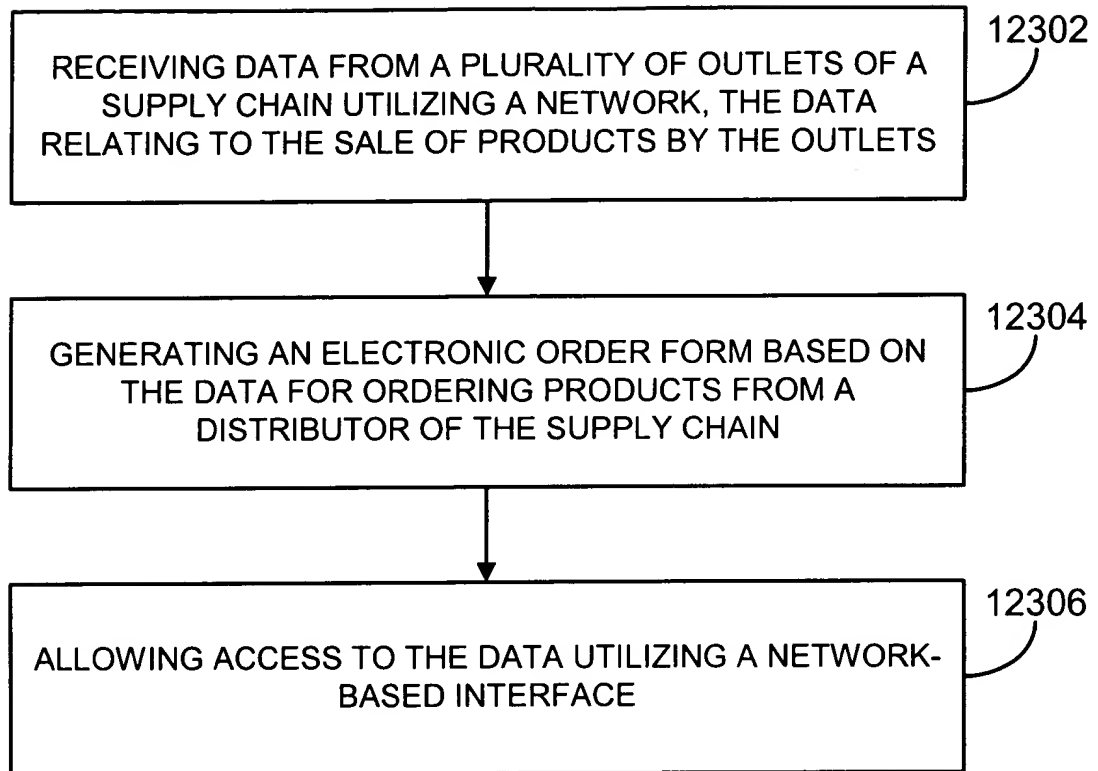
**FIG. 121**

12200



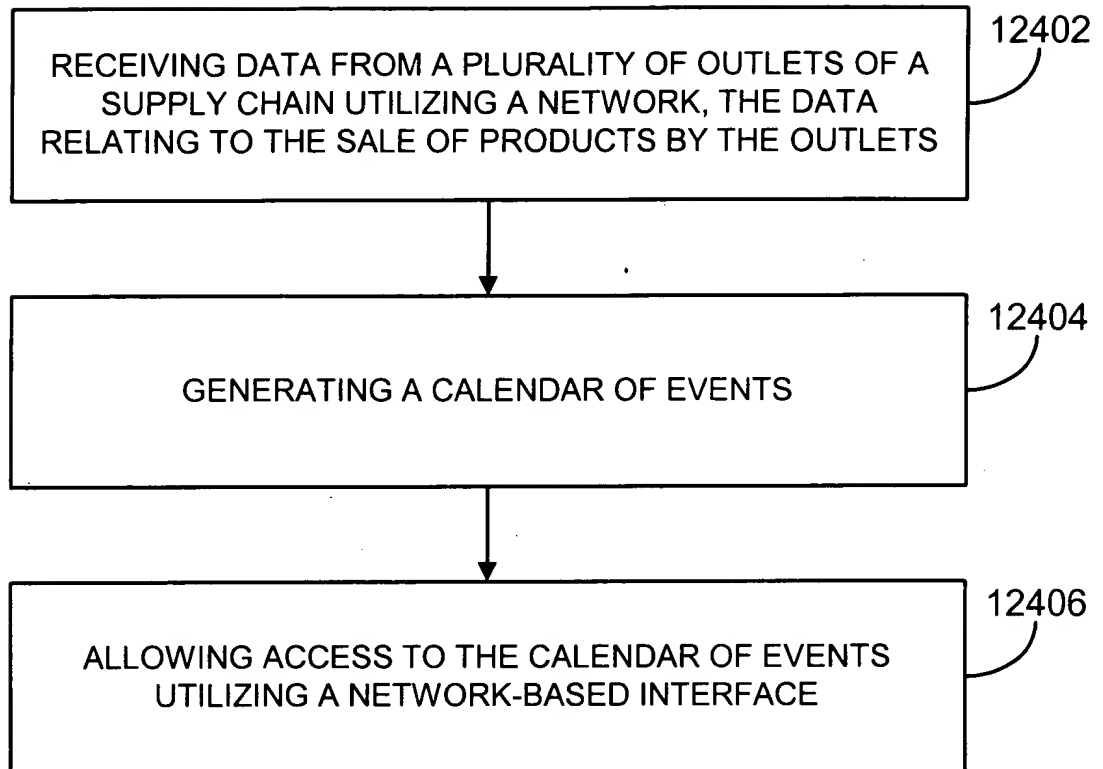
**FIG. 122**

12300



**FIG. 123**

12400



**FIG. 124**

12500

12502

A screenshot of a menu bar with the following items: Supply, Patronage, Sales/Inv, Utilities, Window. The 'Supply' menu is open, showing a list of options: Supplier ..., Supplier Site ..., Distributor ..., and DC ... Below the list, there are three buttons: 'Item', 'Least Cost', and 'Contract'. The 'Item' button is highlighted.

FIG. 125

12600

12602

A screenshot of a toolbar containing three buttons: 'Sort', 'Print', and 'New'. The 'New' button is highlighted.

FIG. 126

12700

12702

A screenshot of a form with the following fields: 'Item Desc:' (text input), 'Item Number:' (text input), 'Product Cat Code:' (dropdown menu), 'Status Code:' (dropdown menu with 'Active' selected), and 'Item Rank:' (dropdown menu).

FIG. 127

12800

12800



### Landed Cost by Distribution Center

| Item                      | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium              | 4.85    | 0.23    | 5.08   | TL      |
| Bag - Large               | 6.7     | 0.23    | 6.93   | TL      |
| Biscuits - Frozen         | 12.33   | 1.15    | 13.48  | TL      |
| Brush - Pot, Long Handle  | 40.2    | 2.02    | 42.22  | TL      |
| Brush - Pot, Short Handle | 24      | 1.39    | 25.39  | TL      |
| Carton - Breakfast        | 16.59   | 1.1     | 17.69  | RDC     |
| Carton - Large Fry        | 29.91   | 0.81    | 30.72  | RDC     |
| Carton - Medium Fry       | 18.92   | 0.73    | 19.65  | TLMIN   |

FIG. 128



12900



FIG. 129

13000

|                            |   |                                |          |
|----------------------------|---|--------------------------------|----------|
| <b>Supplier Item Desc:</b> |   | <b>Item No:</b>                |          |
| <b>Current:</b>            | <input checked="" type="radio"/> Yes <input type="radio"/> No | <b>Tie Qty:</b>                |          |
| <b>Items per Case:</b>     | 5000  | <b>High Qty:</b>               |          |
| <b>Innerpack Contents:</b> | 5/1000  | <b>Cases Per Pallet:</b>       |          |
| <b>Item Size:</b>          |   | <b>Stacking Allowed:</b>       |          |
| <b>Case Length:</b>        |   | <b>Universal Product Code:</b> |          |
| <b>Case Width:</b>         |   | <b>Cases Per Truckload:</b>    | 1350     |
| <b>Case Depth:</b>         |   | <b>Net Weight:</b>             | 39.00    |
| <b>Case Dimension U/M:</b> | INCH(S)   | <b>Gross Weight:</b>           | 39.00    |
| <b>Item Cube:</b>          | 0.95 CUBIC FEET   | <b>Weight U/M:</b>             | POUND(S) |
| <b>Item Shelf Life:</b>    |   | <b>Bar Code:</b>               |          |

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

|                         |                               |   |
|-------------------------|-------------------------------|---|
| <b>Site Information</b> | <b>Site Id:</b> 17355         | <b>Site Role:</b> <i>FOB Shipping Point</i> |
| <b>Site Name:</b>       | TYSON FOODS - NEW HOLLAND, PA |   |

13102

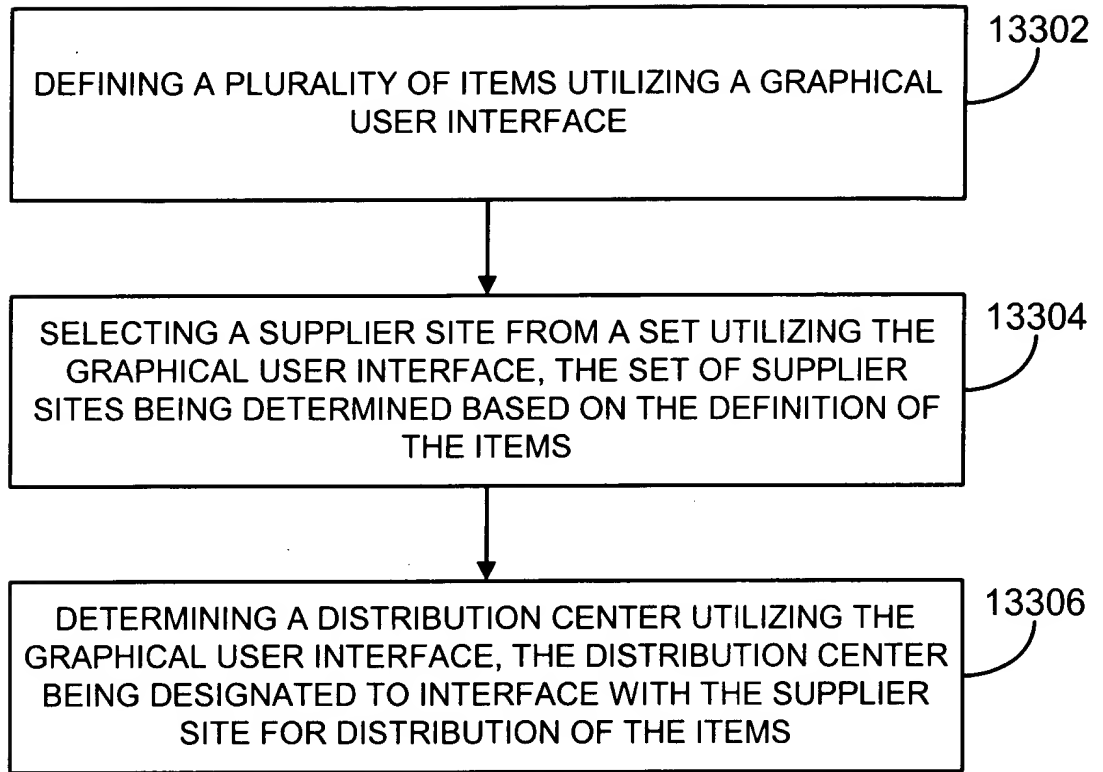
FIG. 131

13200

|                         |  |   |
|-------------------------|--|---|
| <b>Site Information</b> | <b>Site Id:</b> 16                         | <b>FOB Shipping Point</b>                     |
| <b>Name:</b>            | AMERISERVE-FARMINGDALE, NY                 | <b>Railroad Name:</b>                         |
| <b>Status:</b>          | Active <input checked="" type="checkbox"/> | <b>Rail Sidings:</b> <input type="checkbox"/> |

FIG. 132

13300



**FIG. 133**

13400

|                 |                                       |   |        |           |        |                           |                          |
|-----------------|---------------------------------------|---|--------|-----------|--------|---------------------------|--------------------------|
| Item:           | WRAP-BACON DOUBLE CHEESEBURGER DELUXE | Begin:  | 7/1/96 | End:      | 9/1/96 | Final:                    | <input type="checkbox"/> |
| Override Rules: |                                       | <input type="radio"/> Yes <input checked="" type="radio"/> No |        | Apply By: |        | Cell <input type="text"/> |                          |

FIG. 134

13500

| DC                          | Supplier FOB Point             |
|-----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO       | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE, GA | TYSON FOODS - ALBERTVILLE, AL  |
| AMERISERVE-FARMINGDALE, NY  | TYSON FOODS - NEW HOLLAND, PA  |

FIG. 135

13600

| Con FOB | Inv FOB | Freight | Landed  |
|---------|---------|---------|---------|
| 34.3200 | 34.3900 | 0.8400  | 35.2300 |
| 34.3200 | 34.3900 | 0.2900  | 34.6800 |

FIG. 136

13700

| Contr | LB      | Trk | Routing |
|-------|---------|-----|---------|
| 96    | 83,600  | 2.0 | TL      |
| 96    | 215,040 | 5.1 | TL      |

FIG. 137

13800



FIG. 138

13900

| Min Ordr | UM           | Slip   | Deliv. |
|----------|--------------|--------|--------|
| 1        | TRUCKLOAD(S) | Pallet |        |
| 1        | TRUCKLOAD(S) | Pallet |        |

FIG. 139

14000

| Carrier | Stated Vol |
|---------|------------|
| Truck   | 83,600     |
| Truck   | 215,040    |

FIG. 140

14200



FIG. 142

14100

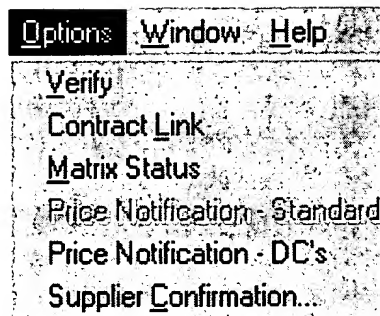


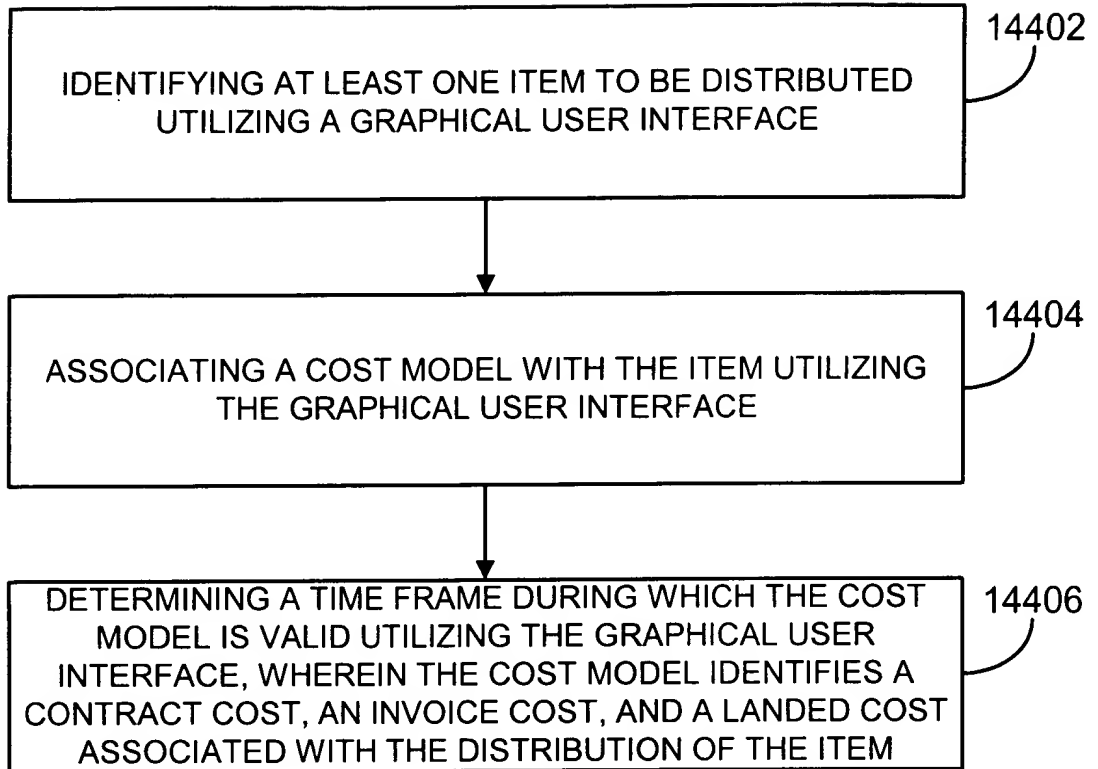
FIG. 141

14300

|                            |   |                                   |    |
|----------------------------|---|-----------------------------------|----|
| <u>C</u> ost               | ▶ | Edit / View ...                   | F3 |
| Commodities                | ▶ | New (using previous matrix) ...   | F4 |
|                            |   | New (build matrix) ...            | F5 |
| <u>V</u> endor Rating      | ▶ |                                   |    |
| Contact <u>M</u> anagement | ▶ | Multi Item Price Notification ... |    |

FIG. 143

14400



**FIG. 144**

14500



FIG. 145

14600

|                     |                   |                                    |
|---------------------|-------------------|------------------------------------|
| Contract ID:        | 673 - TYSON FOODS |                                    |
| Initial Buyer Name: | Jamie Hersh       | Current Buyer Name: Chris Stainton |

FIG. 146

14700

|                      |               |
|----------------------|---------------|
| Contract Start Date: | 05/15/98      |
| Contract End Date:   | 12/31/02      |
| Execution Date:      | 5/15/98       |
| Effective:           | Shipment Date |
| Payment Terms:       | Net 10        |

FIG. 147

14800

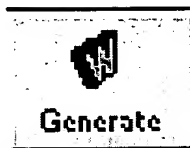


FIG. 148

14900

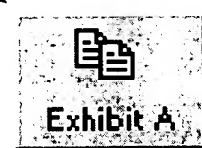


FIG. 149

15000



FIG. 150

15100

Select the End Dates to Use on the Exhibit

| Item Description         | Cost Matrix End Date         | Contract End Date                        | No End Date                   |
|--------------------------|------------------------------|--|-------------------------------|
| BEEF - 77%               | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER 4.0 OZ      | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER JR. 2.8 OZ. | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |

FIG. 151

15200

Options Window Help

New Items

Delete Item

Exhibit A

Exhibits B

Exhibits C

Replacement Exhibit B

FIG. 152

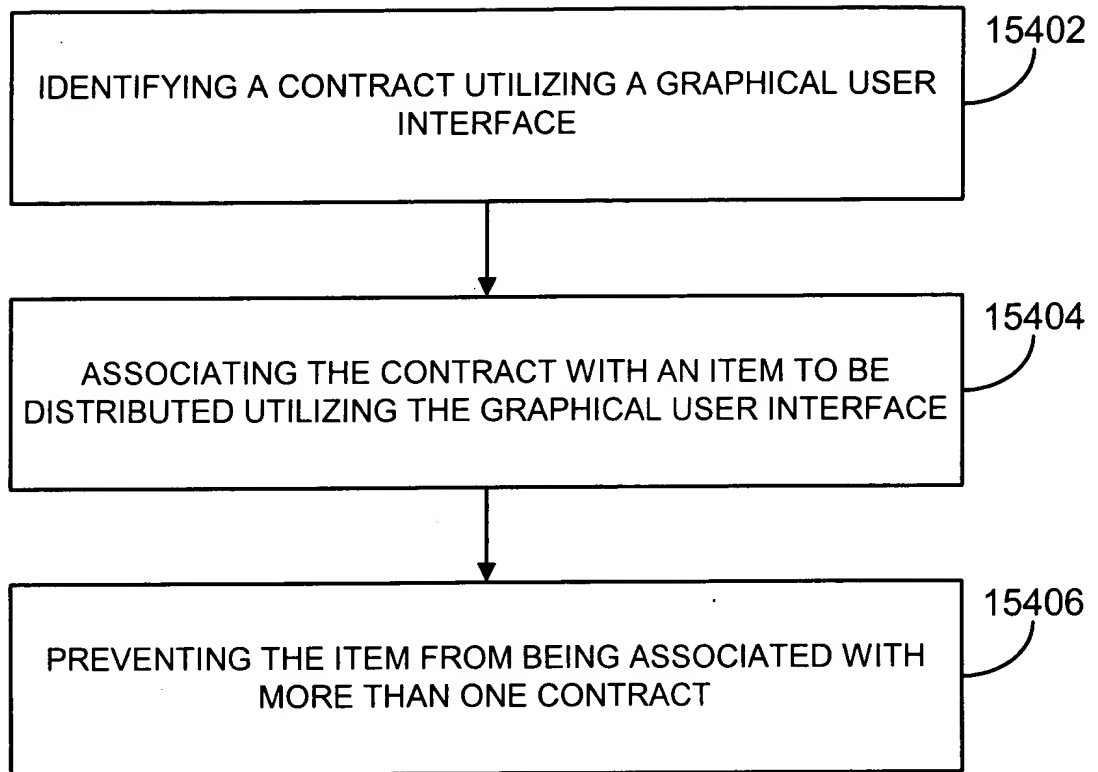
15300

Exhibit C

FIG. 153



15400



**FIG. 154**

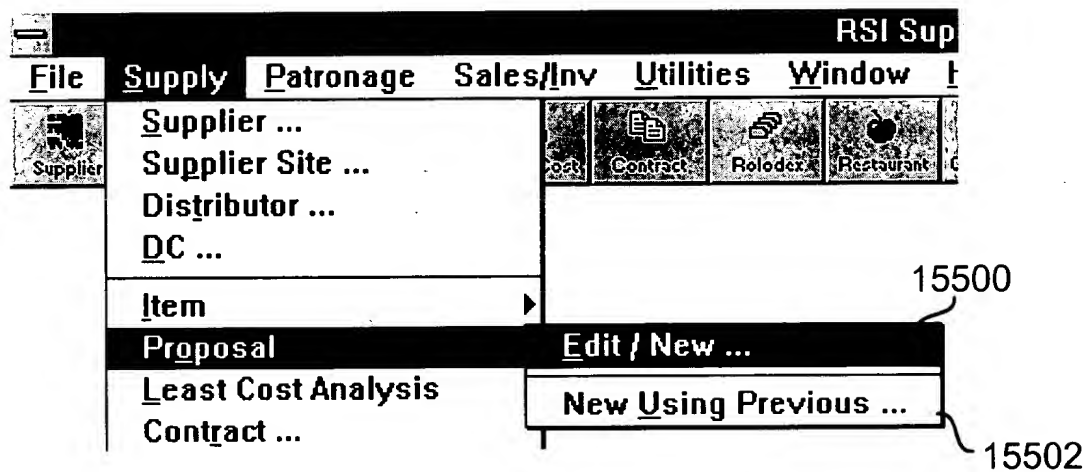


FIG. 155

15600

**Proposal - Foam Hot Cups & Polystyrene Lids**

|                  |       |           |     |           |          |       |           |          |
|------------------|-------|-----------|-----|-----------|----------|-------|-----------|----------|
| <b>Main Info</b> | Items | Suppliers | DCs | FDB Price | DC/Rest. | Usage | Templates | View Bid |
|------------------|-------|-----------|-----|-----------|----------|-------|-----------|----------|

**Proposal Information**

|                       |                                  |                             |          |
|-----------------------|----------------------------------|-----------------------------|----------|
| <b>Proposal ID:</b>   | 1021                             | <b>Proposal Due Date:</b>   | 06/12/97 |
| <b>Proposal Name:</b> | Foam Hot Cups & Polystyrene Lids | <b>Contract Begin Date:</b> | 07/01/97 |
| <b>Buyer Name:</b>    | Dennis Clabby                    | <b>Contract End Date:</b>   | 06/30/98 |

**Actions**

| # | Date     | Action Description   |
|---|----------|--|
| 1 | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup. |

FIG. 156

15700

New Action

Delete Act.

Print Act.

FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates View Bid

Search Query Reset

Query Values

| Item Description |
|------------------|
| CUP-HOT          |
|                  |
|                  |
|                  |
|                  |
|                  |
|                  |

2 Rows Selected

| Item Description       |
|------------------------|
| LID-HOT 12/16 OZ (DRY) |
| LID-HOT 8 OZ (DRY)     |

> >> << <

FIG. 158

15800

**Proposal - Foam Hot Cups & Polystyrene Lids**

Main Info | **Items** | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

| Item Description      |     |
|-----------------------|-----|
| CUP-HOT 12 OZ (PAPER) | DRY |
| CUP-HOT 16 OZ (PAPER) | DRY |
| CUP-HOT 8 OZ (PAPER)  | DRY |

15902

>

15904 >>

<<

<

15906

15908

| Item Description             |
|------------------------------|
| CUP-HOT 12 OZ (DRY)          |
| CUP-HOT 16 OZ (500 CT) (DRY) |
| CUP-HOT 8 OZ (DRY)           |
| LID-HOT 12/16 OZ (DRY)       |
| LID-HOT 8 OZ (DRY)           |

FIG. 159

16000

Main Info | Items | Suppliers | DCs | **FOB Price** | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

| Item Description | FOB Price Component  |
|------------------|----------------------|
| MAYO-BULK        | Mayonaise Components |
|                  | (None Selected)      |
|                  | Generic FOB Pricing  |
|                  | Mayonaise Components |

FIG. 160

16100

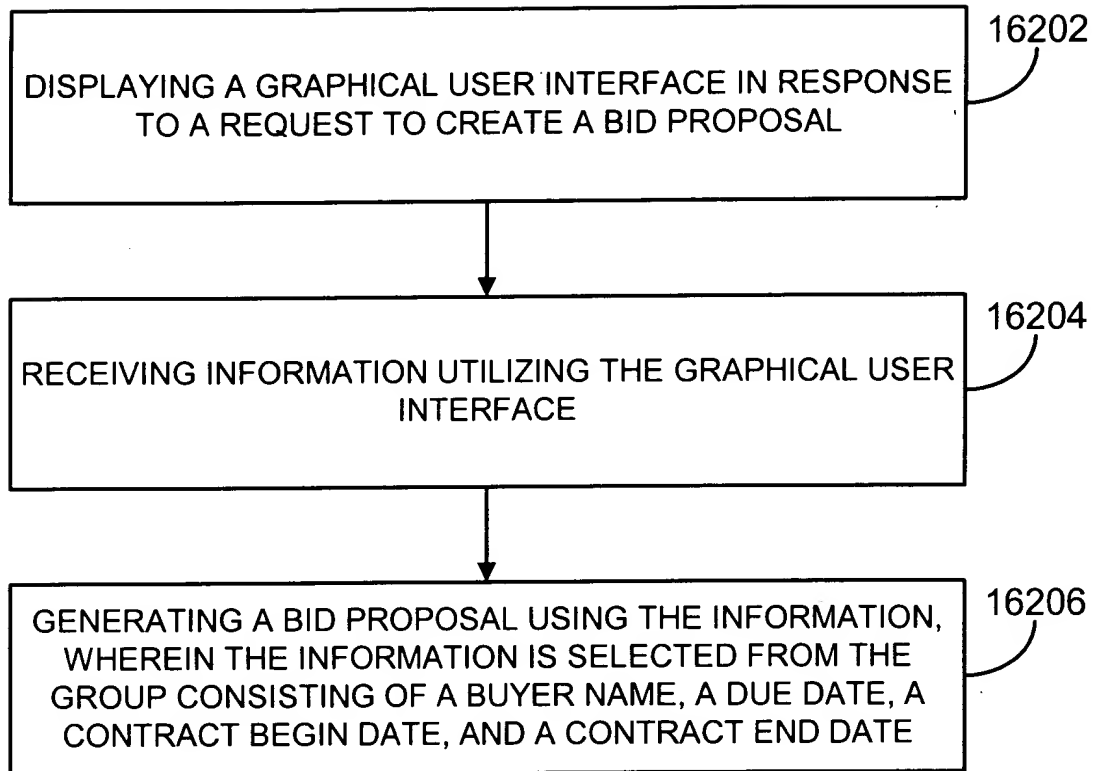
| Item               | Growth % | Gross Wgt. | Item Cube | Contract Period      |
|--------------------|----------|------------|-----------|----------------------|
| CHICKEN-BK BROILER | 5.00%    | 32         | 1.26      | 09/01/97 to 12/31/97 |
| CHICKEN-PATTY      | 7.00%    | 37.00      | 1.09      |                      |
| CHICKEN-TENDERS    | 0.00%    | 25.00      | 1.06      |                      |

| Distribution Center | Previous Case Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Unit Usage |
|---------------------|---------------------|-----------------------|--------------|-----------|----------------|----------------------|
| POST-ALBUQUERQ      | 576                 | 30                    | 99.34%       | 6.03      | 5.00%          | 755                  |
| POST-DENVER         | 833                 | 39                    | 99.05%       | 6.68      | 5.00%          | 1,083                |
| POST-SALT LAKE      | 116                 | 2                     | 80.00%       | 5.46      | 5.00%          | 37                   |

FIG. 161

16200



**FIG. 162**

16300



FIG. 163

16400

|                              | <i>Supply</i> | <i>MS</i>   | <i>Editable</i> |
|------------------------------|---------------|-------------|-----------------|
|                              |               | <i>Word</i> | <i>Y/N</i>      |
| Bid Proposal Cover Letter    |               | ?           | Y               |
| General Terms and Conditions |               | ?           | N               |
| Usage Estimates              | ?             |             | N               |
| Supplier Facility Worksheets | ?             |             | N               |
| Item Information Worksheets  | ?             |             | N               |
| Sample Supply Agreement      |               | ?           | N               |
| BK Specification Request     |               | ?           | N               |
| FOB Price Component          |               | ?           | N               |
| Truckload Freight Worksheet  | ?             |             | N               |
| LTL Freight Worksheet        | ?             |             | N               |

FIG. 164



16500

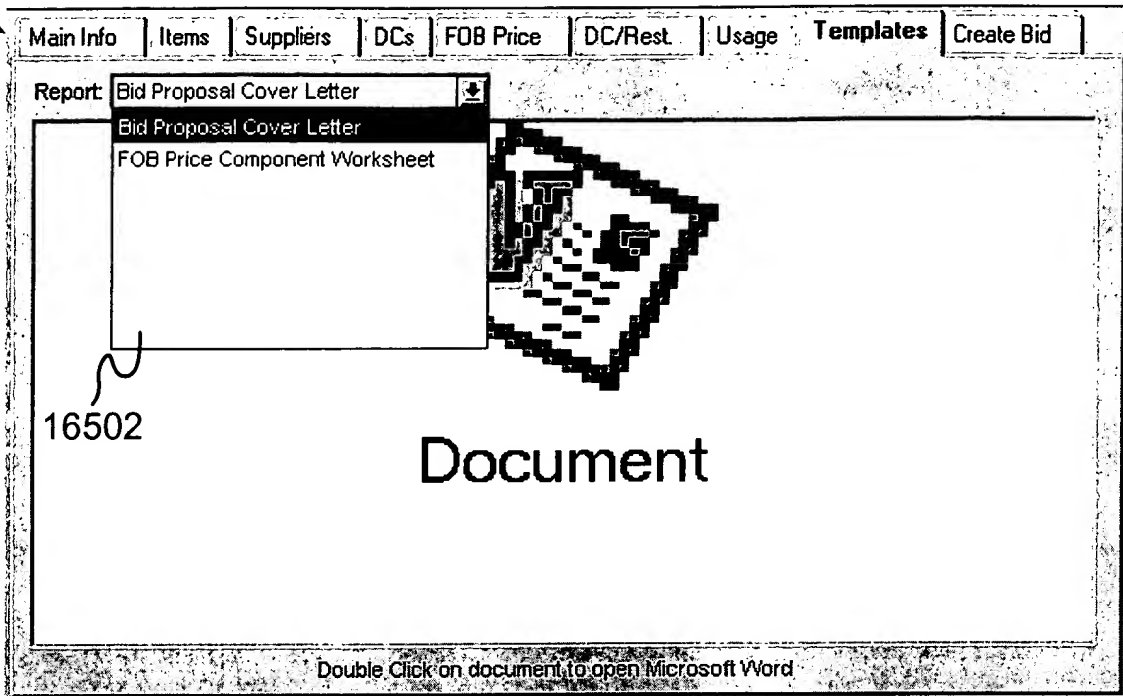


FIG. 165

16600

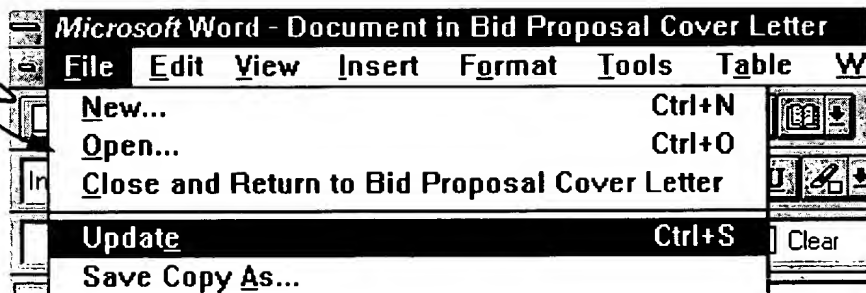


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Create Bid

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

| General   | Cost  |
|---|---|
| Bid Proposal Cover Letter <input checked="" type="checkbox"/>   | FOB Price Component Worksheet <input checked="" type="checkbox"/> |
| General Terms & Conditions <input checked="" type="checkbox"/>  | Truckload Freight Worksheet <input checked="" type="checkbox"/>   |
| Usage Estimates <input checked="" type="checkbox"/>             | LTL Freight Worksheet <input checked="" type="checkbox"/>         |
| Supplier Facility Worksheet <input checked="" type="checkbox"/> |   |
| Item Information Worksheet <input checked="" type="checkbox"/>  | Blank Sheets  |
| Sample Supply Agreement <input checked="" type="checkbox"/>     | Supplier Facility Worksheet <input checked="" type="checkbox"/>   |
| BK Specification Request <input checked="" type="checkbox"/>    | Item Information Worksheet <input checked="" type="checkbox"/>    |
|   | FOB Price Component Worksheet <input checked="" type="checkbox"/> |
|   | Truckload Freight Worksheet <input checked="" type="checkbox"/>   |
|   | LTL Freight Worksheet <input checked="" type="checkbox"/>         |

\* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

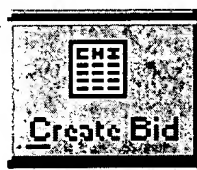


FIG. 168

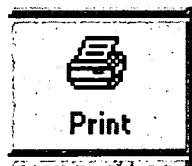
16900

Report: 7/2/97

| Item Information Worksheet    | Supplier: (all)   |
|-------------------------------|---|
| Bid Proposal Cover Letter     | <b>Restaurant Services, Inc.</b><br><b>Item Information Worksheet</b><br>ATTY<br>DS |
| FOB Price Component Worksheet |   |
| General Terms & Conditions    |   |
| Item Information Worksheet    |   |
| LTL Freight Worksheet         |   |
| Sample Supply Agreement       |   |
| Supplier Facility Worksheet   |   |

FIG. 169

17000



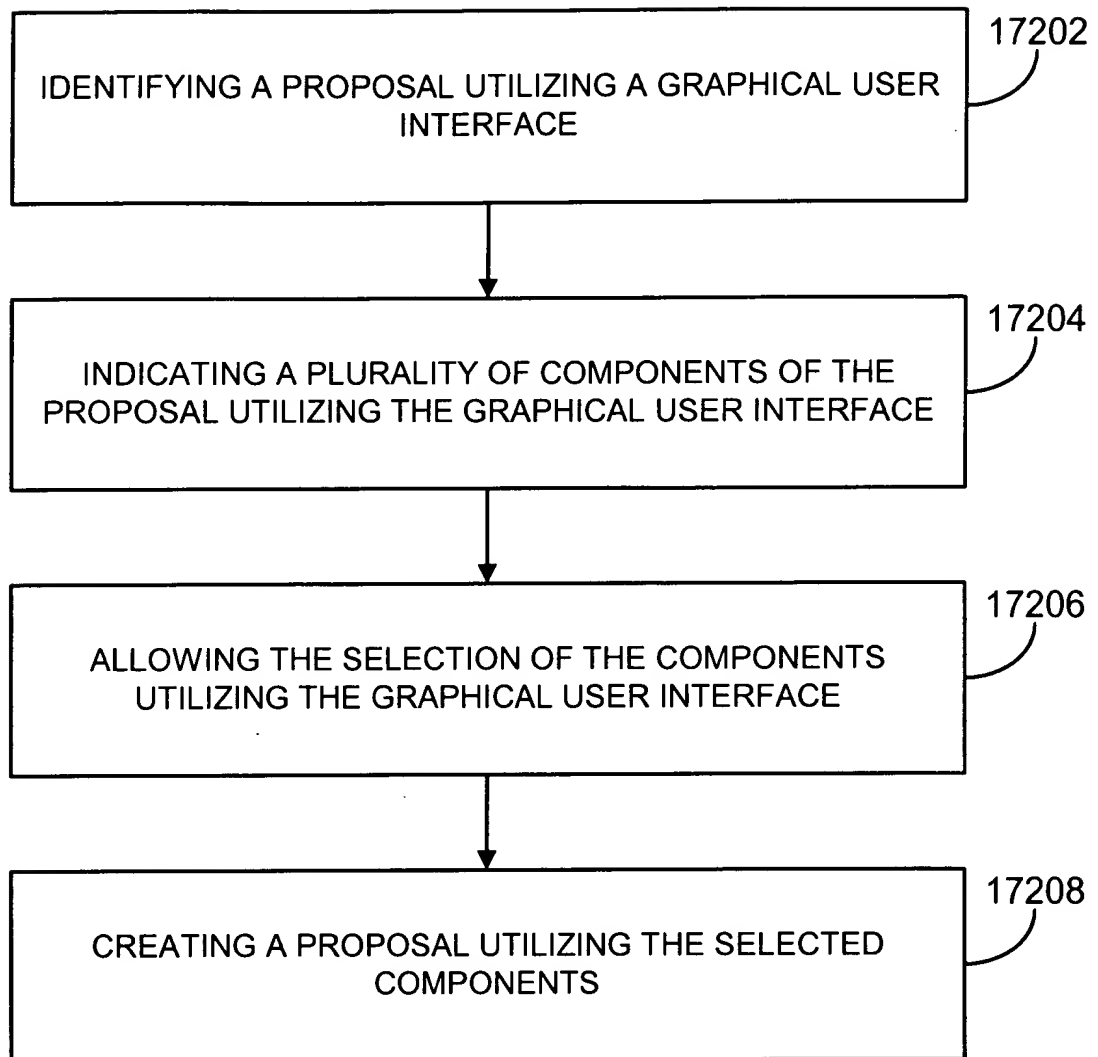
**FIG. 170**

17100



**FIG. 171**

17200



**FIG. 172**

17300

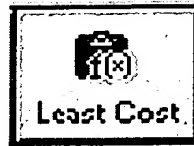


FIG. 173

17400

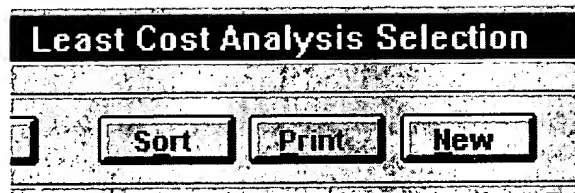


FIG. 174

17500

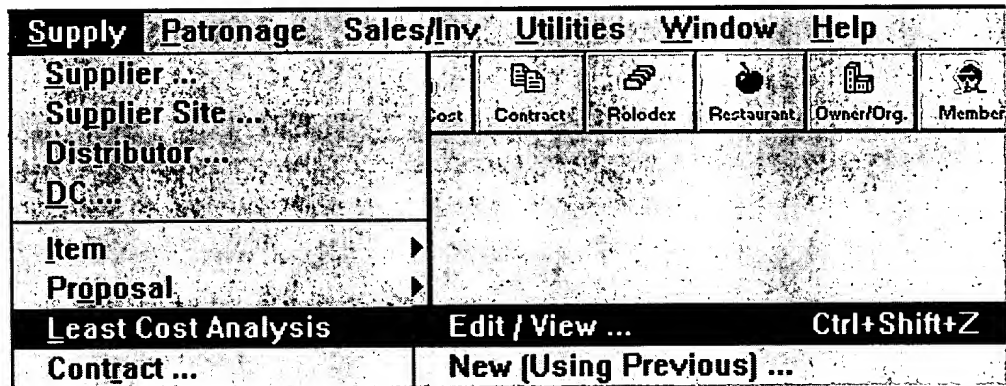


FIG. 175

**Bid Proposal Name:**

(None)



Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

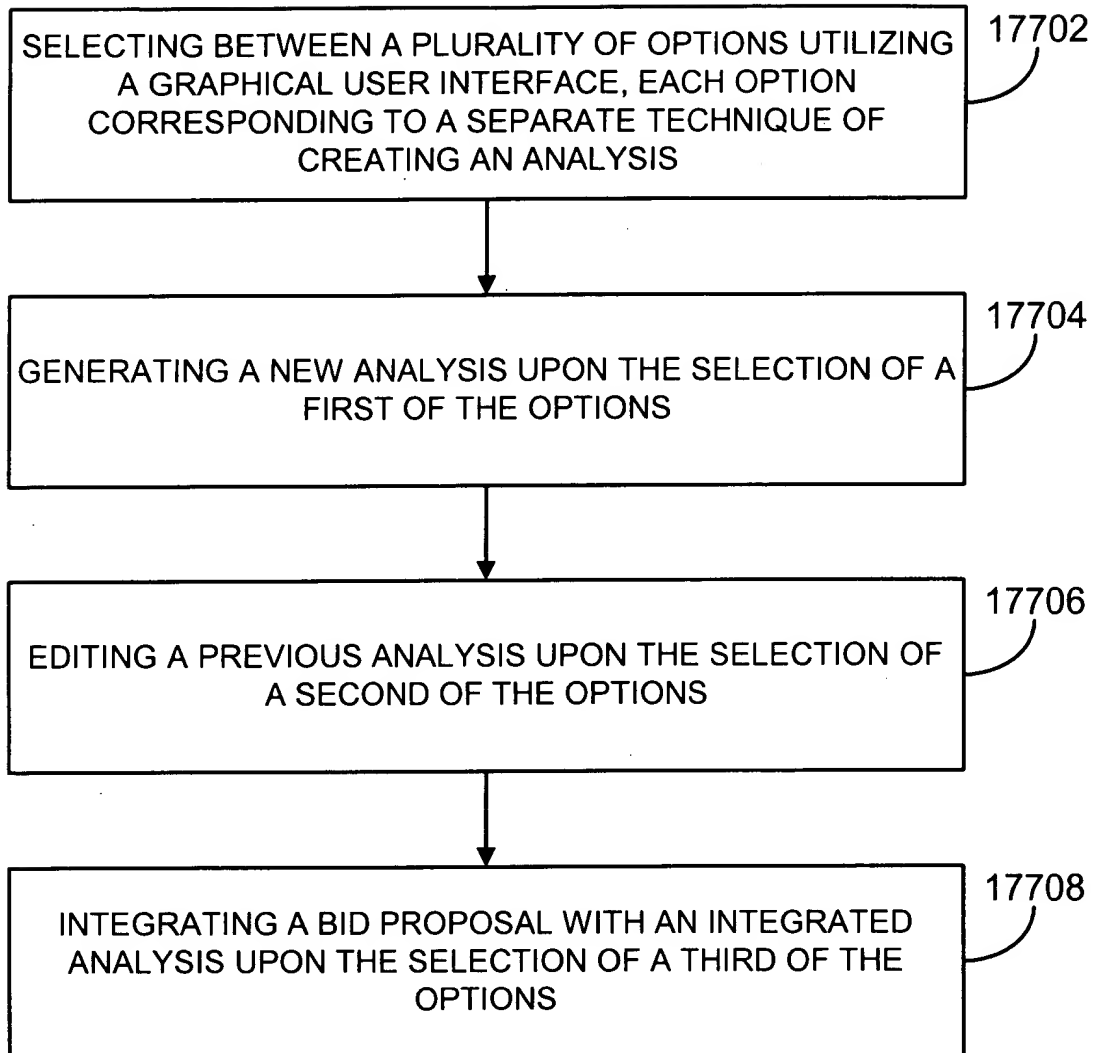
17600



**FIG. 176**

17600

17700



**FIG. 177**

17800

|                      |                   |      |         |
|----------------------|-------------------|------|---------|
| Analysis Name:       | Hash Brown Actual |      |         |
| Analysis ID:         | 1036              |      |         |
| Buyer:               | Dennis Clabby     |      |         |
| Period of Agreement: | 10/1/97           | THRU | 9/30/98 |
| Unit Of Measure:     | CASE(S)           |      |         |

FIG. 178

17900

|  |               |                                |
|--|---------------|--------------------------------|
| Version ( 1 ) of ( 9 )                                   |               | Base version                   |
| What is the max # of FOB points to allocate to each DC ? | One FOB       |                                |
| What is pricing method for this version ?                | FOB + Freight |                                |
| What is the RSI Invoice FOB Upcharge (Downcharge) ?      | 0.0000        |                                |
| Override RDC Truckload Validation?                       | No            |                                |
| Solution Strategy:                                       | Standard      | Last Revision: 9/15/97 1:04 PM |

FIG. 179

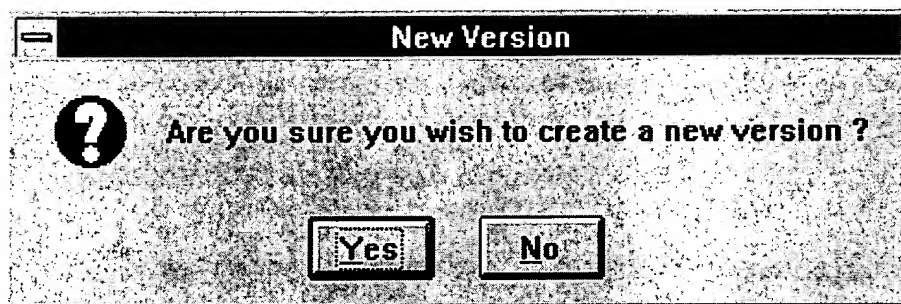


18000



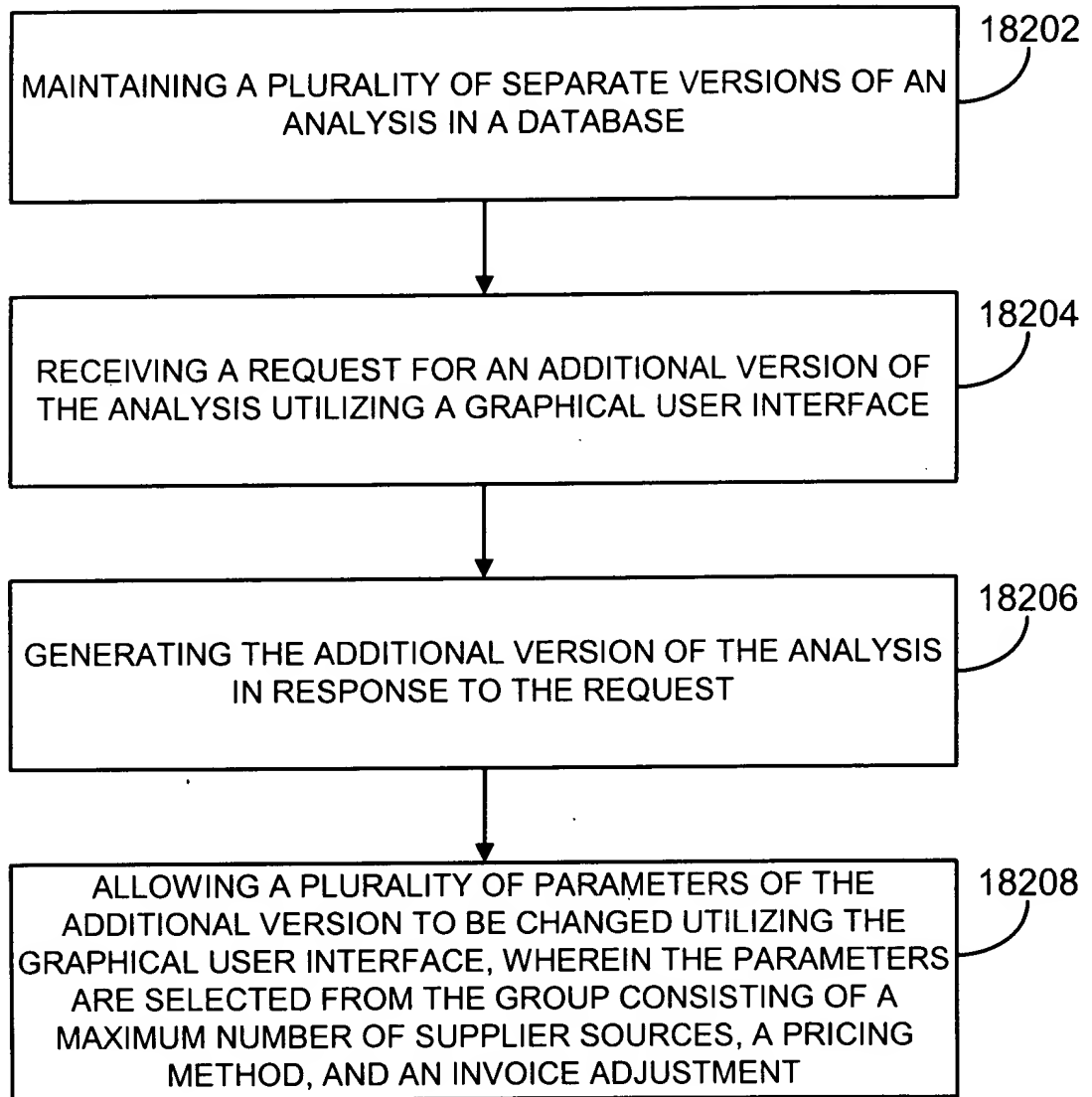
**FIG. 180**

18100



**FIG. 181**

18200



**FIG. 182**

18300

The screenshot shows a database query interface. At the top, there are three buttons: "Search", "Query", and "Reset". Below these buttons, the text "Query Values" is visible on the left and "7 Rows Selected" on the right. The main area contains two tables. The left table, titled "Supplier FOB", has a header row and four data rows, with the first row containing the value "DOP". The right table, also titled "Supplier FOB", has a header row and four data rows containing the following values: "DOPAGO-DOWNTOWN, PA", "DOPAGO-KINSTON, NC", "DOPAGO-ST. CHARLES, IL", and "DOPAGO-STOCKTON, CA". Below the right table, the text "IMPERIAL BONDWARE-SHELBYVILLE, IL" is visible. Between the two tables, there are two buttons: a single arrow pointing right and a double arrow pointing right.

| Supplier FOB |
|--------------|
| DOP          |
|              |
|              |
|              |

| Supplier FOB           |
|------------------------|
| DOPAGO-DOWNTOWN, PA    |
| DOPAGO-KINSTON, NC     |
| DOPAGO-ST. CHARLES, IL |
| DOPAGO-STOCKTON, CA    |

IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183

18400



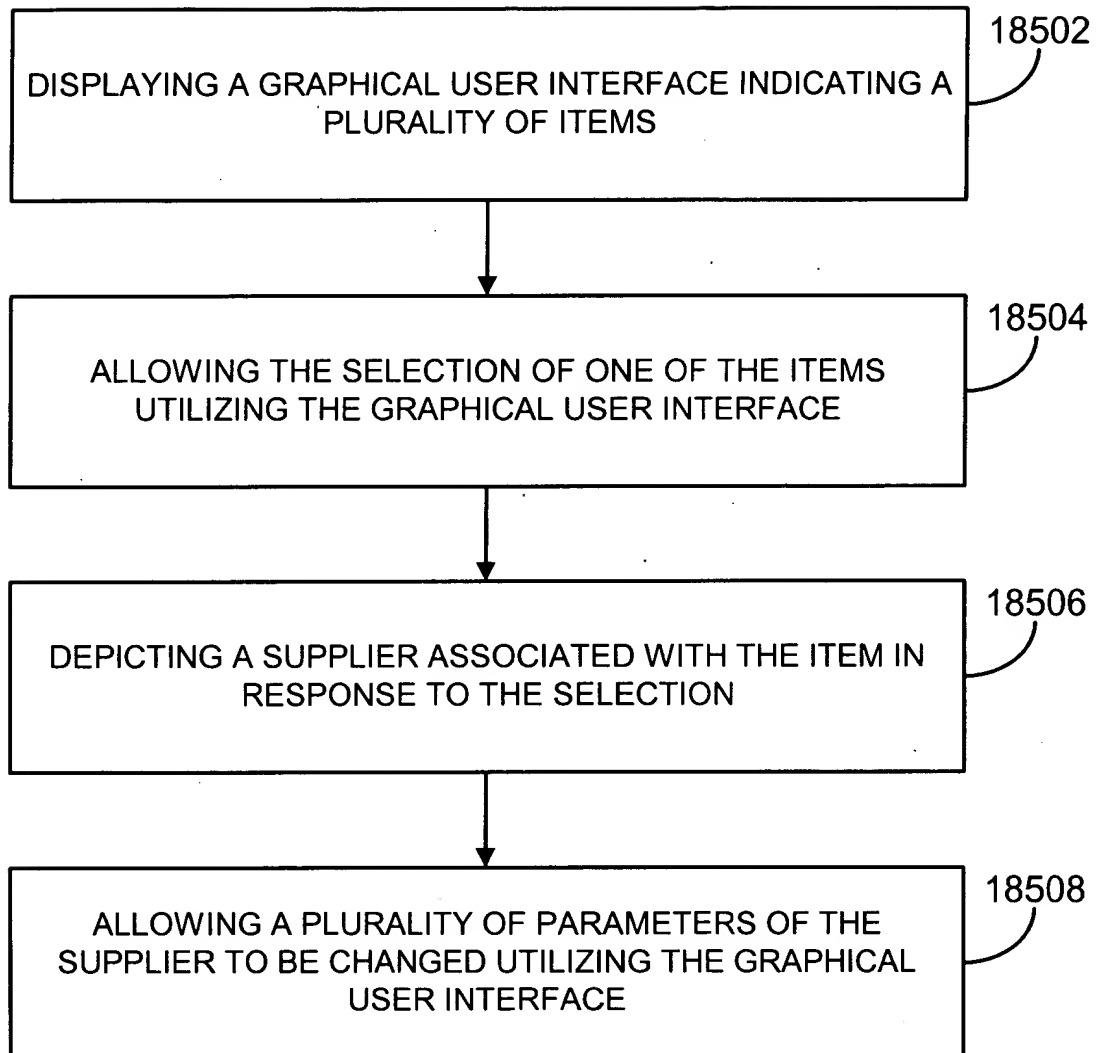
| Item<br>Description | Conv.<br>Factor |
|---------------------|-----------------|
| FRIES-COATED (FRZN) | 36              |

18402

FIG. 184

18400 18402 18403 18404 18405 18406 18407 18408 18409 18410 18411 18412 18413 18414 18415 18416 18417 18418 18419 18420 18421 18422 18423 18424 18425 18426 18427 18428 18429 18430 18431 18432 18433 18434 18435 18436 18437 18438 18439 18440 18441 18442 18443 18444 18445 18446 18447 18448 18449 18450 18451 18452 18453 18454 18455 18456 18457 18458 18459 18460 18461 18462 18463 18464 18465 18466 18467 18468 18469 18470 18471 18472 18473 18474 18475 18476 18477 18478 18479 18480 18481 18482 18483 18484 18485 18486 18487 18488 18489 18490 18491 18492 18493 18494 18495 18496 18497 18498 18499

18500



**FIG. 185**

18600

| Item Description |  | Supplier FOB           |  |
|------------------|--|------------------------|--|
| CUP-COLD 16 OZ   |  | DOPACO-DOWNINGTOWN, PA |  |
| CUP-COLD 22 OZ   |  | DOPACO-DOWNINGTOWN, PA |  |
| CUP-COLD 32 OZ   |  | DOPACO-DOWNINGTOWN, PA |  |

|                            |                |                             |   |
|----------------------------|----------------|-----------------------------|---|
| <b>Supplier Item Desc:</b> | 16 OZ COLD CUP | <b>Item No:</b>             | CP2942  |
| <b>Items per Case:</b>     |                | <b>Tie Qty:</b>             | 5   |
| <b>Innerpack Contents:</b> | 1200           | <b>High Qty:</b>            | 5   |
| <b>Item Size:</b>          |                | <b>Cases Per Pallet:</b>    | 25  |
| <b>Item Shelf Life:</b>    |                | <b>Stacking Allowed:</b>    | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| <b>Case Length:</b>        | 22.125         | <b>Mandatory Case Cube:</b> | 3.43 CUBIC FEET   |
| <b>Case Width:</b>         | 15.125         | <b>Cases Per Truckload:</b> | 769   |
| <b>Case Depth:</b>         | 17.75          | <b>Gross Weight:</b>        | 29.28 POUND(S)  |
| <b>Case U/M:</b>           | INCH(S)        | <b>Net Weight:</b>          | 27.28 POUND(S)  |

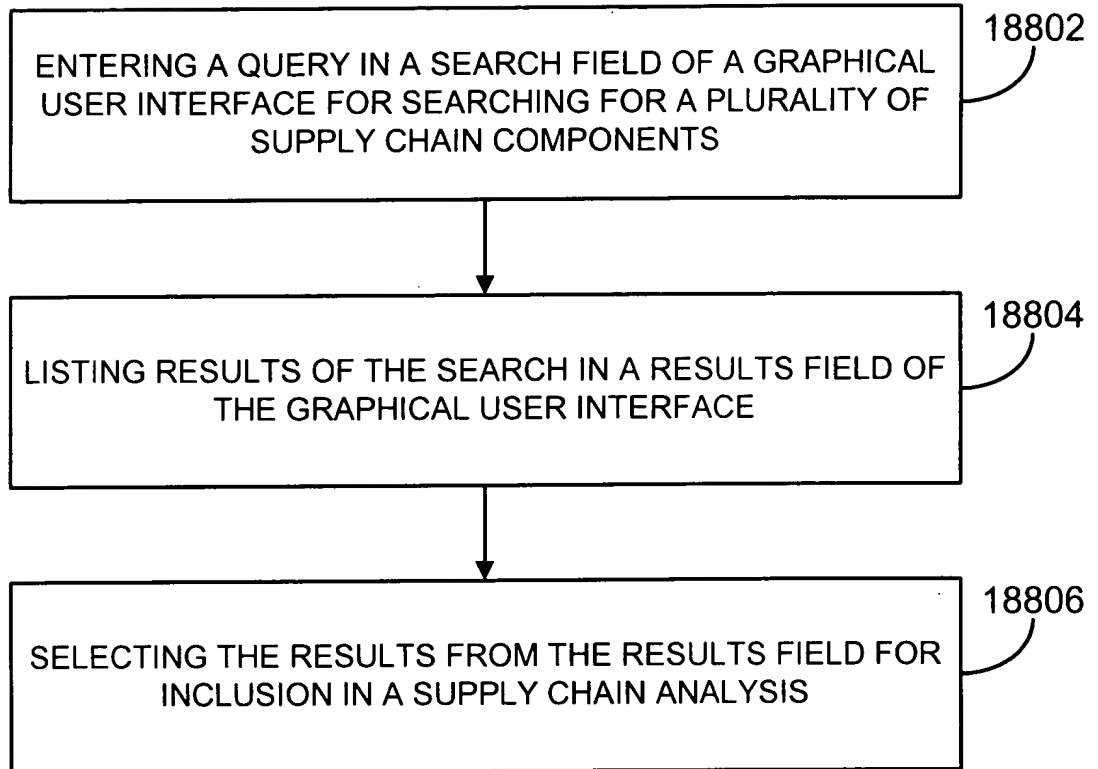
FIG. 186

18700



FIG. 187

18800



**FIG. 188**

18900

| Supplier                            | Terms | SLP/PLT | Minimum     | Maximum     | Include   |
|-------------------------------------|-------|---------|-------------|-------------|---|
| CAVENDISH FARMS                     |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| J.R. SIMPLOT COMPANY                |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.                   |       | Pallet  | 200,000,000 |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Supplier FOB                        |       |         | Minimum     | Maximum     | Include   |
| LAMB-WESTON, INC.-PASCO, WA         |       |         | 90,000,000  | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.-RICHLAND WA       |       |         | 0           | 55,000,000  | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.-AMERICAN FALLS ID |       |         | 90,000,000  | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 189

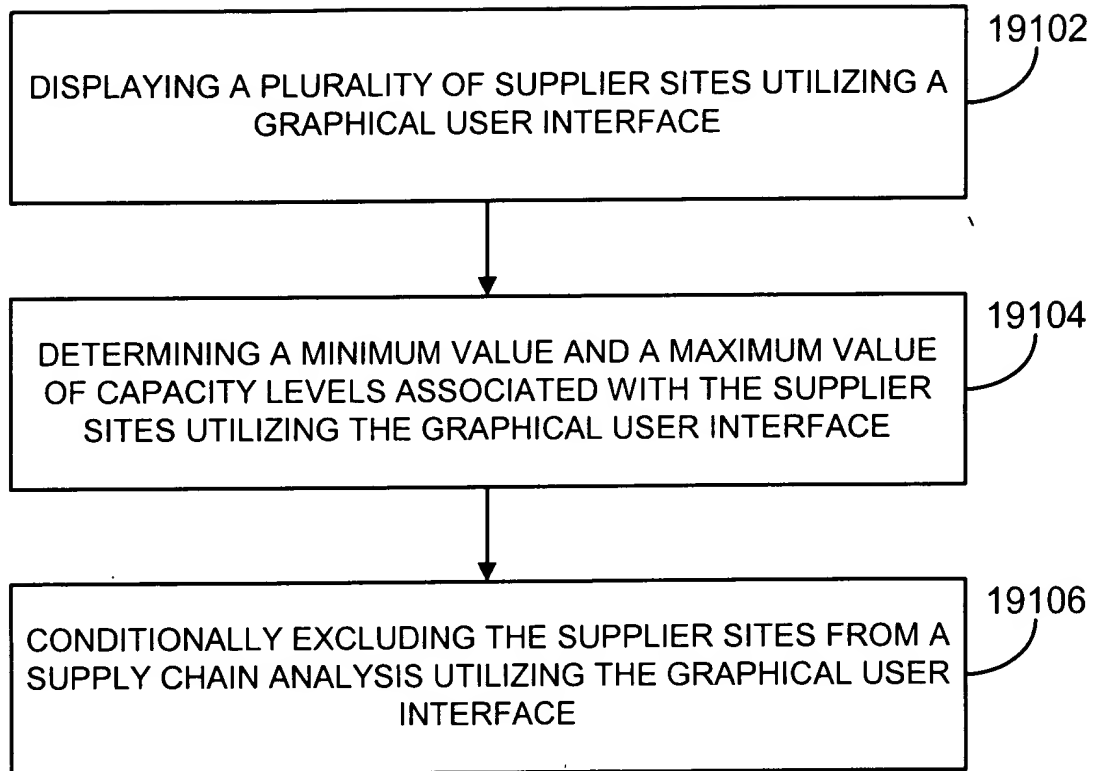
19000

| Supplier                                | Terms | SLP/PLT | Minimum     | Maximum     | Include   |
|---|-------|---------|-------------|-------------|---|
| MCCAIN FOODS                            |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| NESTLE FOOD COMPANY                     |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| ORE-IDA FOODS                           |       | Pallet  | 225,000,000 |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Supplier FOB                            |       |         | Minimum     | Maximum     | Include   |
| MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND |       |         | 18,000,000  | 30,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE   |       |         | 45,000,000  | 50,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| MCCAIN FOODS, INC.-OTHELLO, WA          |       |         | 27,000,000  | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 190



19100



**FIG. 191**

19200

| Supplier                    | # | Volume |  |
|-----------------------------|---|--------|--|
| HUDSON INDUSTRIES           | 0 |        |  |
| INTERNATIONAL DIVERSE FOODS | 0 |        |  |
| SUPERIOR COFFEE & FOODS     | 0 |        |  |

| Supplier                   | FOB | Item              | Cont   | FOB | # | Volume |
|----------------------------|-----|-------------------|--------|-----|---|--------|
| HUDSON INDUSTRIES-TROY, AL |     | MAYO-BULK         | 8.4200 | 0   |   |        |
| HUDSON INDUSTRIES-TROY, AL |     | SAUCE-BULK-TARTAR | 9.2300 | 0   |   |        |

FIG. 192

19300

| Supplier                    | # | Volume |
|-----------------------------|---|--------|
| SSI FOOD SERVICES           | 0 |        |
| TEXAS AMERICAN FOOD SERVICE | 0 |        |
| WHITEFORD FOODS             | 0 |        |

| Supplier FOB                   | Item       | Cont FOB | # | Volume    |
|--------------------------------|------------|----------|---|-----------|
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0026   | 0 |           |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0016   | 1 | 2,090,000 |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0010   | 2 | 2,508,000 |

FIG. 193

19400

| Supplier      | # | Volume  |
|---------------|---|---------|
| VENTURA FOODS | 0 |         |
| VENTURA FOODS | 1 | 100,000 |

| Supplier FOB                   | Item              | Cont FOB | # | Volume |
|--------------------------------|-------------------|----------|---|--------|
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.9400   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.8400   | 1 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.5100   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.4100   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.1200   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.0200   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.5800   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.4800   | 1 |        |

FIG. 194

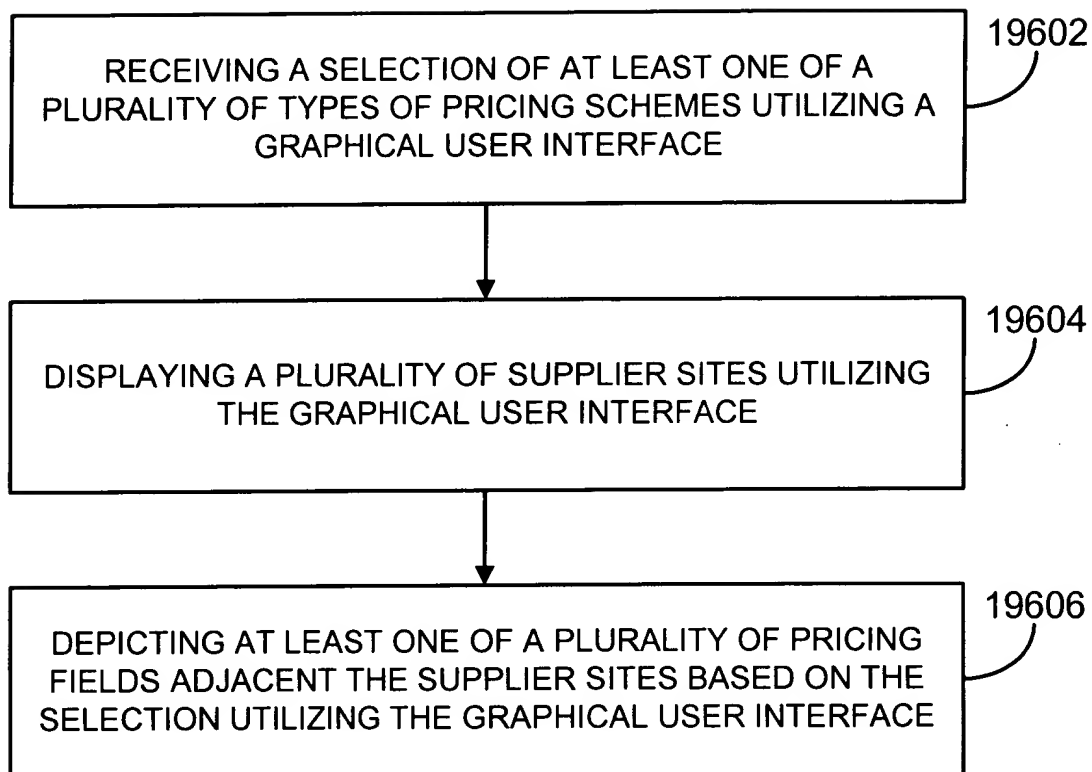
19500

| Item Description        |           | Supplier FOB                   |        |
|-------------------------|-----------|--------------------------------|--------|
| FRIES-COATED            |           | CAVENDISH-PRINCE EDWARD        |        |
| FRIES-COATED            |           | J.R. SIMPLOT COMPANY-HERMISTON |        |
| FRIES-COATED            |           | LAMB-WESTON, INC-PASCO WA      |        |
| Distribution Center     | Delivered | #                              | Volume |
| AMERISERVE-OMAHA, NE    | 0.3750    | 0                              | 0      |
| AMERISERVE-PLYMOUTH, MN | 0.3850    | 0                              | 0      |
| AMERISERVE-WAUKESHA     | 0.3670    | 0                              | 0      |
| FLEMING FOODS-KAPOLEI   | 0.4725    | 0                              | 0      |
| KING PROVISION-ATLANTA  | 0.3950    | 0                              | 0      |

FIG. 195

19500

19600



**FIG. 196**

19700

| Total Rest. Growth Amount   |                     | Usage Period         |                            |
|-----------------------------|---------------------|----------------------|----------------------------|
| 5.00%                       |                     | 19702                |                            |
|                             |                     | 09/01/97 to 08/31/98 |                            |
| Distribution Center         | Current Rest. Count | Restaurant Growth %  | Projected Avg. Rest. Count |
| AMERISERVEPOST-ALBUQUERQUE  | 27                  | 5.00%                | 28                         |
| AMERISERVEPOST-DENVER       | 35                  | 5.00%                | 37                         |
| AMERISERVEPOST-SALT LAKE,UT | 2                   | 5.00%                | 2                          |
| AMERISERVE-OMAHA, NE        | 166                 | 5.00%                | 174                        |

FIG. 197

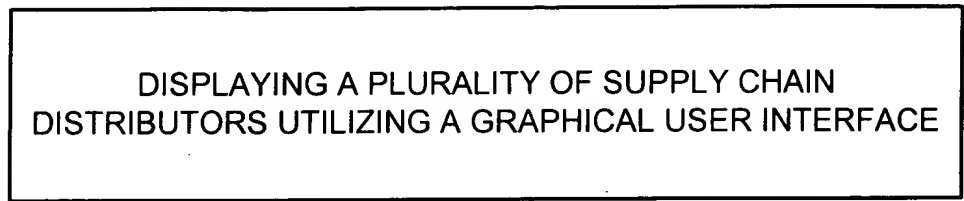
19800

| Item          | Item Growth % | Usage Period |
|---------------|---------------|--------------|
| CHICKEN-PATTY | 0.00          |              |
|               |               |              |

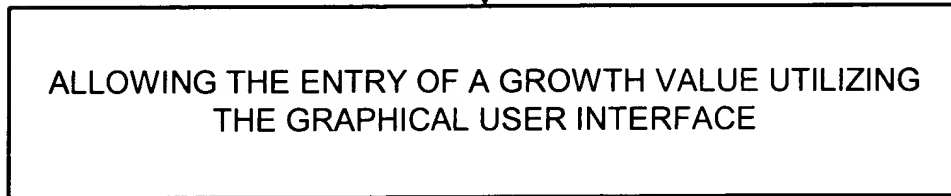
| Distribution Center | Previous Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Usage |
|---------------------|----------------|-----------------------|--------------|-----------|----------------|-----------------|
| AMER-OMAMA          | 44,035         | 166                   | 98.49%       | 24.12     | 4.00%          | 49,205          |
| AMER-PLYMOUTH       | 37,141         | 177                   | 100.00%      | 18.30     | 5.00%          | 40,823          |
| AMER-MILWAUK        | 38,520         | 188                   | 100.00%      | 19.02     | 0.00%          | 42,909          |

FIG. 198

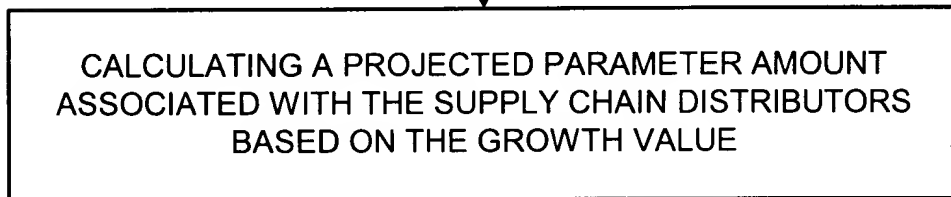
19900



19902



19904



19906

**FIG. 199**

20000

| Supplier FOB                        |                | Address |        |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS                     | Dieppe         | NB      | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR      | 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID      | 83211  |

| Distribution Center           | Lane Restriction             |                                |   | Honor TL Rate            |
|-------------------------------|------------------------------|--------------------------------|---|--------------------------|
| AMERISERVE/POST-ALBUQUERQUE   | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-DENVER        | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-SALT LAKE, UT | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-OMAHA, NE          | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-PLYMOUTH, MN       | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |

20002

FIG. 200

20100

| Supplier FOB                        |                | Address |        |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS                     | Dieppe         | NB      | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR      | 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID      | 83211  |

| Distribution Center         | Lane Restriction                        |   |                                |
|-----------------------------|---|---|--------------------------------|
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver            | <input checked="" type="radio"/> Required | <input type="radio"/> Excluded |
| AMERISERVE/POST-DENVER      | <input checked="" type="radio"/> Solver | <input type="radio"/> Required            | <input type="radio"/> Excluded |

FIG. 201

20200


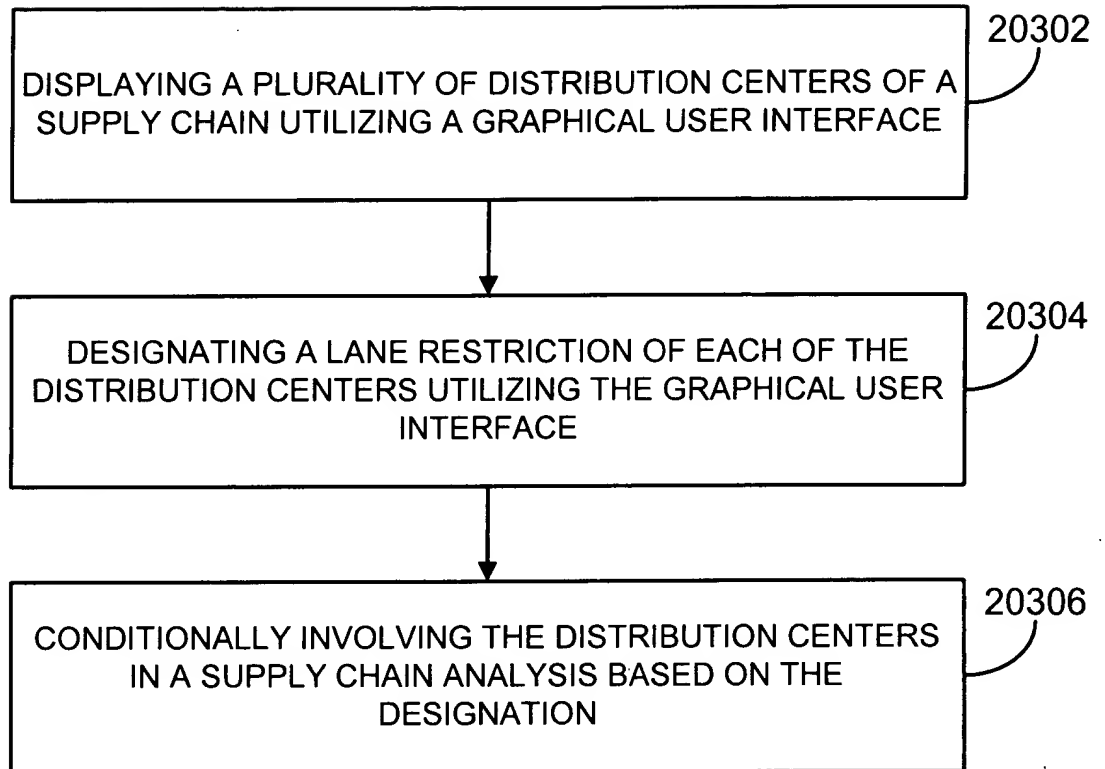
| Invalid Selection   |  |
|---|--|
|  | AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR. |
| <input type="button" value="OK"/>   |  |

FIG. 202



20300



**FIG. 203**

20400

| Supplier FOB                        |                | Address |        |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS                     | Dieppe         | NB      | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR      | 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID      | 83211  |

| Distribution Center         | Truckload Freight | Lane Distance |
|-----------------------------|-------------------|---------------|
| AMERISERVEPOST-ALBUQUERQUE  | 1,617             |               |
| AMERISERVEPOST-DENVER       | 1,277             |               |
| AMERISERVEPOST-SALT LAKE,UT | 691               |               |

FIG. 204

20500

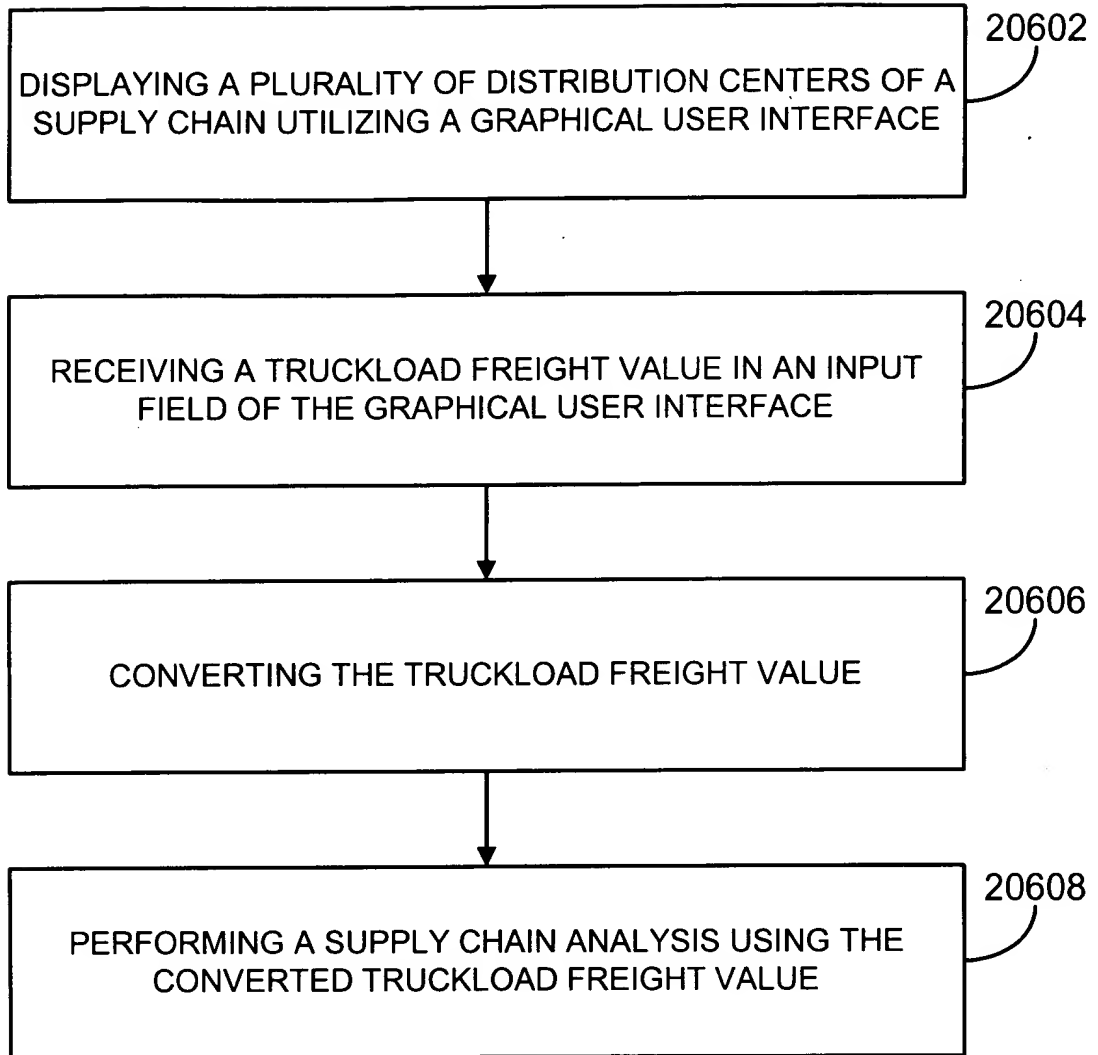
| Supplier FOB                  |              | Address |       |
|-------------------------------|--------------|---------|-------|
| O.K. FOODS-FORT SMITH AR      | Fort Smith   | AR      | 72904 |
| TYSON FOODS-GREEN FORREST, AR | Green Forest | AR      | 72638 |
| TYSON FOODS-RUSSELVILLE AR    | Russelville  | AR      | 72801 |

| Distribution Center | Weight | LTL Minimum | 0 to 1,000 LBS | 1,001 to 5,000 LBS | 5,001 to 10,000 LBS | 10,001 to 20,000 LBS | 20,000 LBS + |
|---------------------|--------|-------------|----------------|--------------------|---------------------|----------------------|--------------|
| PS-ATLANTA          | 15,000 |             |                |                    |                     | 1.10                 |              |
| PS-BURLINGTON       | 15,000 | 400.00      |                |                    |                     | 1.20                 |              |

FIG. 205

20600



**FIG. 206**

20700

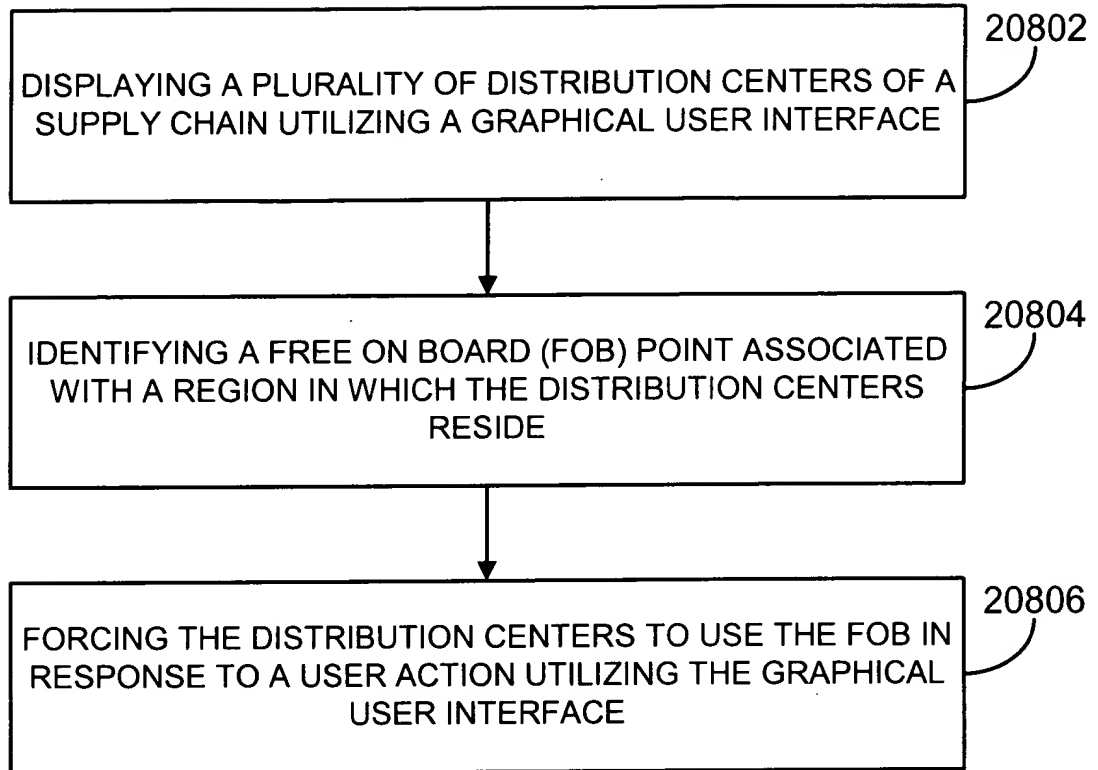
| Analysis Region                | Force FOB   |
|--------------------------------|---|
| MCCABE-PORTLAND/RM/V-ANCHORAGE | <input checked="" type="radio"/> Yes <input type="radio"/> No |

| Distribution Center Name      | Site Role             |
|-------------------------------|-----------------------|
| MCCABE QUALITY FOODS-PORTLAND | Corporate & FOB Point |
| RESTAURANTS NW-ANCHORAGE      | Corporate & FOB Point |

FIG. 207

20800



**FIG. 208**

20900



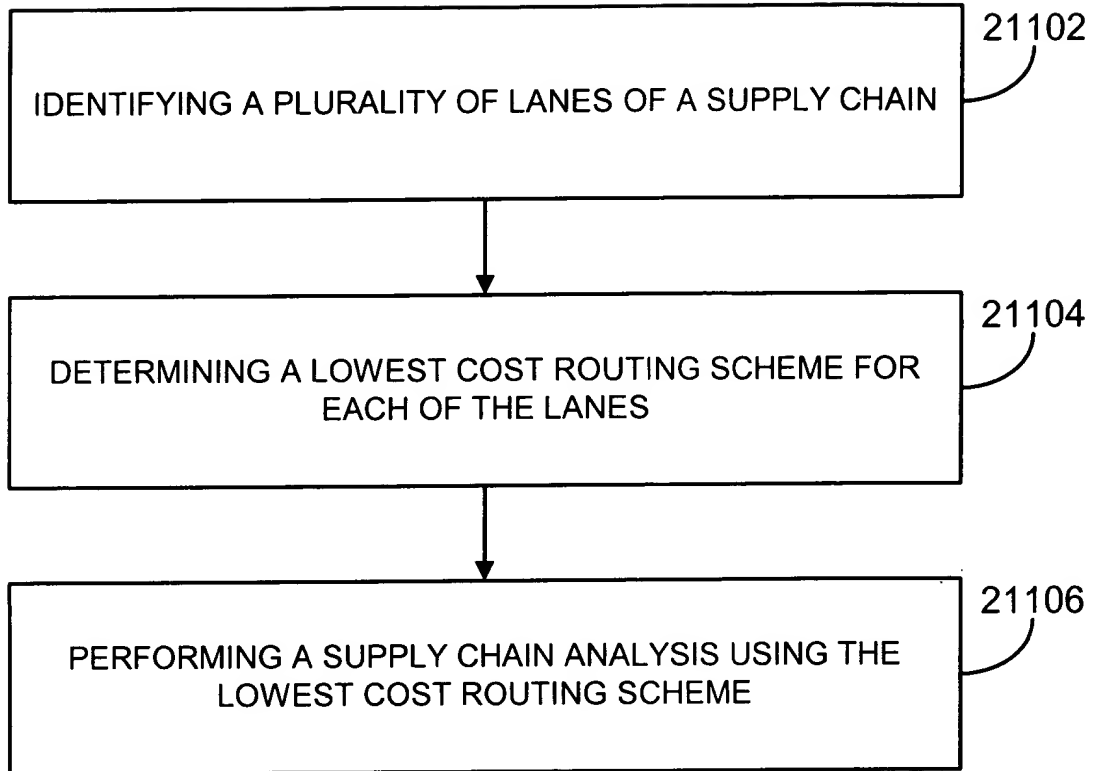
FIG. 209

21000

| Report Selection           |   |
|----------------------------|---|
| Report Type:               | Report Name:                                  |
| Optimal Product Routing    | Freight Information Provided                  |
| <b>Report Parameters</b>   | Freight Information Provided                  |
| Supplier: (All)            | LTL Routing Grid By Lane                      |
| Supplier FOB: (All)        | Routing Results By Lane                       |
| Distribution Center: (All) | Routing Results By Lane, Item                 |
| Version: Base Version      | Routing Results w/ RDC Breakout By Lane       |
|                            | Routing Results w/ RDC Breakout By Lane, Item |
|                            | TL Freight Variance Analysis                  |

FIG. 210

21100



**FIG. 211**

21200

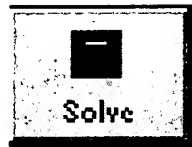


FIG. 212

21300

21302

**Report Selection**

|                         |                                 |
|-------------------------|---------------------------------|
| <b>Report Type:</b>     | <b>Report Name:</b>             |
| Awarded Volume          | Awarded Volume by Item - Detail |
| Awarded Volume          |                                 |
| Comparison Reports      |                                 |
| Cost Matrix Preview     |                                 |
| Optimal Product Routing |                                 |
| Tab Reports             |                                 |
|                         | ew Capacity & Prices            |

FIG. 213



21400

Awarded Volume by Item - Detail  
 Awarded Volume by Item - Detail  
 Awarded Volume by Item - Freight  
 Awarded Volume by Item - Summary  
 Competing DC Freight Analysis by Item  
 Lane Assignment Matrix  
 Lane Weighted Average Delivered Cost

**FIG. 214**

21500

Assigned Volume Percentages (no conversion)  
 Assigned Volume Percentages (with conversion)  
 Invoice FOB Detail Comparison (no conversion)  
 Invoice FOB Detail Comparison (with conversion)  
 Invoice FOB Savings Comparison (no conversion)  
 Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600

|                    |   |
|--------------------|---|
| Report Type:       | Report Name:                                |
| Comparison Reports | Assigned Volume Percentages (no conversion) |

**FIG. 216**

21700

|   |
|---|
| Report Name:                                  |
| Assigned Volume Percentages (no conversion)   |
| Assigned Volume Percentages (no conversion)   |
| Assigned Volume Percentages (with conversion) |
| Invoice FOB Detail Comparison (no conversion) |

**FIG. 217**

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

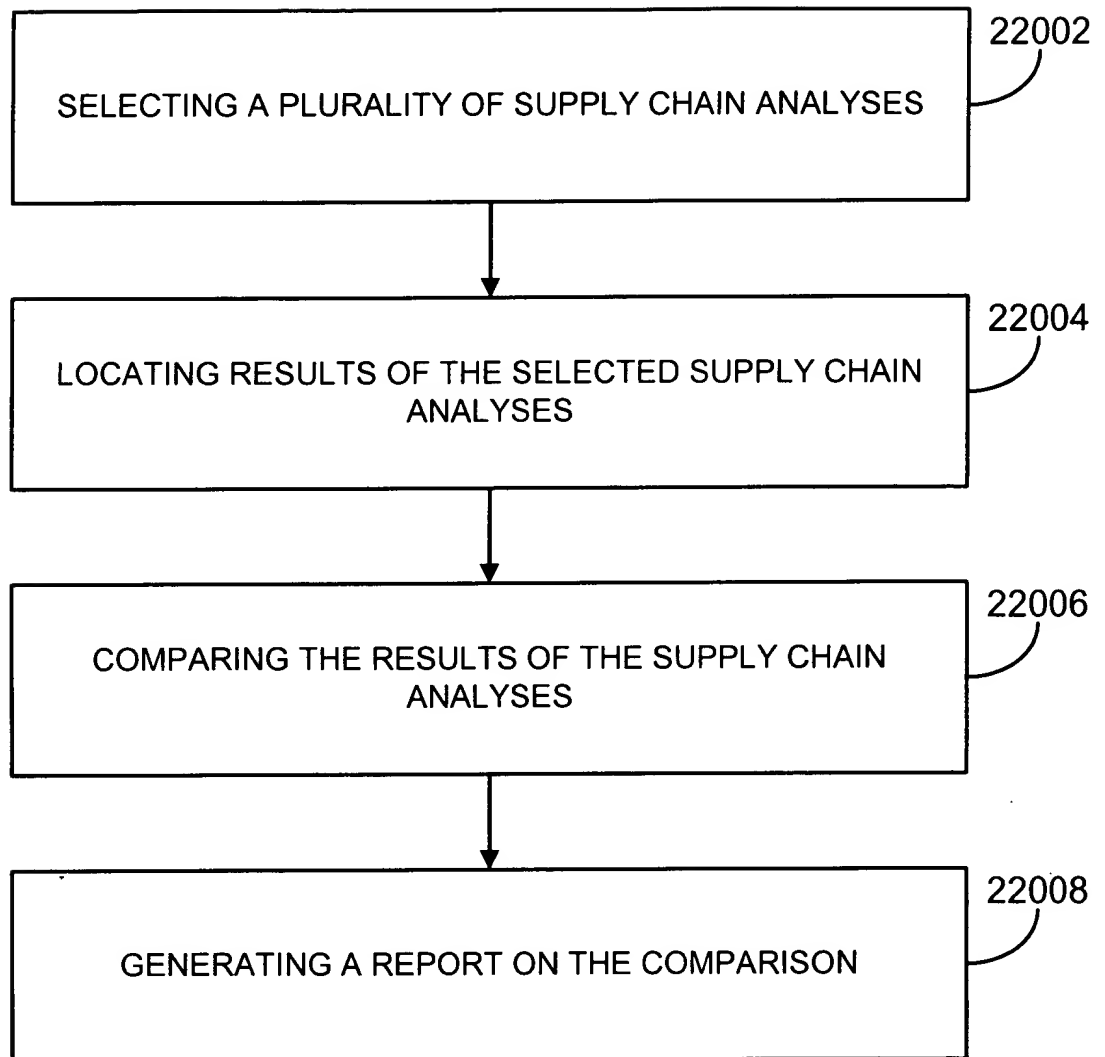
FIG. 218

21900



FIG. 219

22000



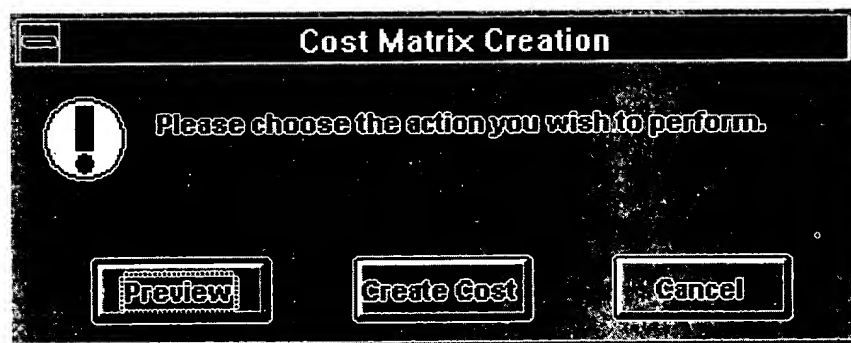
**FIG. 220**

22100



**FIG. 221**

22200



**FIG. 222**

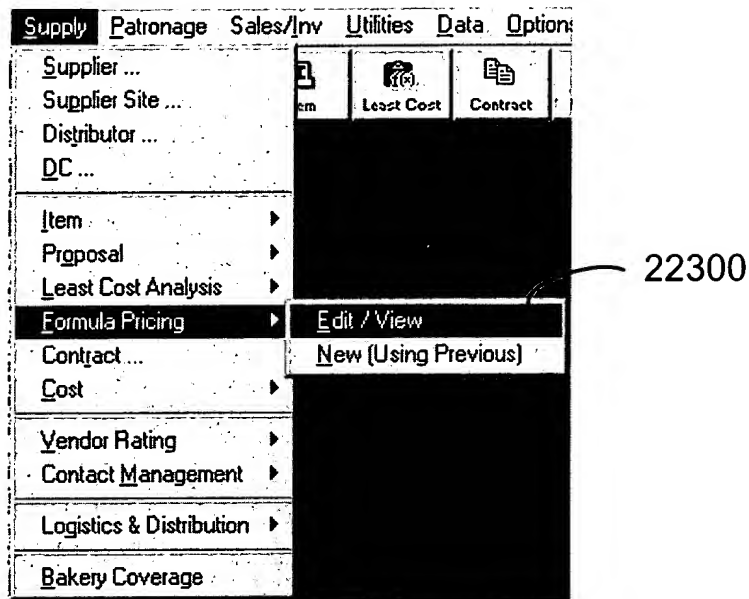


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing Freight Formulas Block Cost Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98

| General Info | Pricing | Freight | Formulas | Block Cost | Adjustments |
|--------------|---------|---------|----------|------------|-------------|
|--------------|---------|---------|----------|------------|-------------|

| Date     | FRSH<br>DOM 50%<br>TRIM | FRSH<br>DOM 65%<br>TRIM | FRSH<br>DOM 73%<br>TRIM | FRSH<br>DOM 75%<br>TRIM | FRSH<br>DOM 80%<br>LEAN | FRSH<br>DOM 85%<br>LEAN | FRSH<br>DOM 90%<br>LEAN BL | FRSH<br>DOM 90%<br>LEAN | FRSH<br>DOM 90%<br>LEAN YW | FRZN<br>DOM 90%<br>LEAN BL | IMP AUS<br>90% LEAN | Lean<br>Fine Tstr<br>Beef |
|----------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|----------------------------|-------------------------|----------------------------|----------------------------|---------------------|---------------------------|
| 3/23/98  | 0.8800                  | 0.9100                  | 0.9052                  | 0.9300                  | 0.9318                  | 0.9900                  | 0.9900                     | 0.9950                  | 1.0000                     | 0.9500                     | 0.9500              | 0.7980                    |
| 03/24/98 | 0.8800                  | 0.9100                  | 0.9149                  | 0.9400                  | 0.9224                  | 0.9800                  | 1.0000                     | 1.0500                  | 1.1000                     | 0.9400                     | 0.9600              | 0.8400                    |
| 03/25/98 | 0.8800                  | 0.9150                  | 0.8857                  | 0.9100                  | 0.9224                  | 0.9800                  | 1.1000                     | 1.1500                  | 1.2000                     | 0.9500                     | 0.9300              | 0.9200                    |
| 03/26/98 | 0.8850                  | 0.9155                  | 0.8945                  | 0.9190                  | 0.9275                  | 0.9855                  | 1.2000                     | 1.2500                  | 1.3000                     | 0.9600                     | 0.9500              | 1.0000                    |
| 03/27/98 | 0.8900                  | 0.9200                  | 0.9344                  | 0.9600                  | 0.9275                  | 0.9855                  | 1.0000                     | 1.0500                  | 1.1000                     | 0.9550                     | 0.9800              | 0.8400                    |
| 03/30/98 | 0.8800                  | 0.9300                  | 0.9441                  | 0.9700                  | 0.9318                  | 0.9900                  | 0.9995                     | 0.9998                  | 1.0000                     | 0.9870                     | 0.9650              | 0.7998                    |
| 03/31/98 | 0.8860                  | 0.9160                  | 0.9539                  | 0.9800                  | 0.9412                  | 1.0000                  | 1.1000                     | 1.1250                  | 1.1500                     | 0.9550                     | 0.9870              | 0.9000                    |
| 04/01/98 | 0.8700                  | 0.9200                  | 0.9383                  | 0.9650                  | 0.9224                  | 0.9800                  | 1.2000                     | 1.2300                  | 1.2600                     | 0.9630                     | 0.9630              | 0.9840                    |
| 04/02/98 | 0.8500                  | 0.9400                  | 0.9490                  | 0.9750                  | 0.9318                  | 0.9900                  | 1.0000                     | 1.0250                  | 1.0500                     | 0.9540                     | 0.9870              | 0.8200                    |
| 04/03/98 | 0.8515                  | 0.9700                  | 0.9539                  | 0.9800                  | 0.9412                  | 1.0000                  | 1.1000                     | 1.0750                  | 1.0500                     | 0.9580                     | 0.9870              | 0.8600                    |
|          | 0.8753                  | 0.9247                  | 0.9275                  | 0.9529                  | 0.9300                  | 0.9881                  | 1.0690                     | 1.0950                  | 1.1210                     | 0.9572                     | 0.9659              | 0.8760                    |

FIG. 225

22600

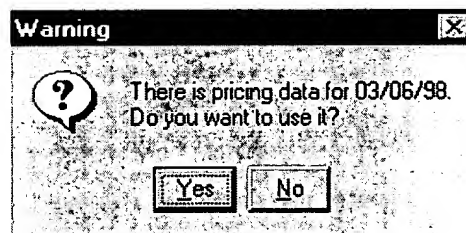


FIG. 226

22700

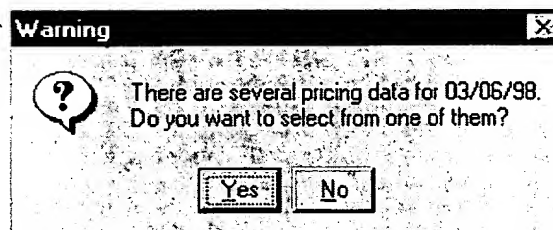


FIG. 227

22800

**Formula Pricing Selection**

| Pricing ID | Calc. Date | Description          |
|------------|------------|----------------------|
| 10         | 03/08/98   | Beef Pricing 3/8/98  |
| 11         | 03/23/98   | Beef Pricing 3/23/98 |

OK Cancel

FIG. 228

22900

**Formula Pricing - BEEF - 77% - 04/06/98**

General Info Pricing Freight Formulas Block Cost Adjustments

| Supplier FOB                       | Address                   |
|------------------------------------|---------------------------|
| AMERICAN FOOD SERVICE              | King of Prussia, PA 19406 |
| DIVERSITY FOOD PROCESSING-VIRGINIA | Petersburg, VA 23805      |
| GOOD SERVINGS PRODUCTS-NH          | Manchester, NH 03108      |

| Material Type                  | Freight Amt |
|--------------------------------|-------------|
| Fresh Domestic 50% Trim        | 0.0450      |
| Fresh Domestic 65% Trim        | 0.0000      |
| Fresh Domestic 73% Trim        | 0.0000      |
| Fresh Domestic 75% Trim        | 0.0000      |
| Fresh Domestic 80% Lean        | 0.0000      |
| Fresh Domestic 85% Lean        | 0.0000      |
| Fresh Domestic 90% Lean        | 0.0400      |
| Fresh Domestic 90% Lean-Blue   | 0.0000      |
| Fresh Domestic 90% Lean-Yellow | 0.0000      |
| Frozen Domestic 90% Lean       | 0.0000      |
| Imported Australia 90% Lean    | 0.0150      |

FIG. 229

23000

| Formula Pricing - BEEF - 77% - 04/06/98 |        |         |        |         |        |          |        |            |        |             |        |        |        |        |        |        |        |
|---|--------|---------|--------|---------|--------|----------|--------|------------|--------|-------------|--------|--------|--------|--------|--------|--------|--------|
| General Info                            |        | Pricing |        | Freight |        | Formulas |        | Block Cost |        | Adjustments |        |        |        |        |        |        |        |
| Formula                                 | FD58TR |         | FD65TR |         | FD73TC |          | FD80LC |            | FD85LN |             | FD90LC |        | INAU90 |        | LFTB   |        | Total  |
|   | Pct.   | Cost    | Pct.   | Cost    | Pct.   | Cost     | Pct.   | Cost       | Pct.   | Cost        | Pct.   | Cost   | Pct.   | Cost   | Pct.   | Cost   |        |
| AFS-1                                   | 0.3120 | 0.2871  |        |         |        |          |        |            |        |             | 0.1880 | 0.2134 | 0.4000 | 0.3924 | 0.1000 | 0.0911 | 0.9840 |
| DIV-1                                   | 0.1400 | 0.1295  | 0.2000 | 0.1949  | 0.1400 | 0.1358   |        |            |        |             | 0.2000 | 0.2190 | 0.3200 | 0.3139 |        |        | 0.9941 |
| GS-1                                    | 0.3270 | 0.3042  |        |         |        |          |        |            |        |             | 0.1730 | 0.1972 | 0.3600 | 0.3549 | 0.1400 | 0.1303 | 0.9856 |
| S&C-1                                   | 0.2414 | 0.2200  |        |         |        |          | 0.2179 | 0.2026     | 0.2179 | 0.2153      | 0.2179 | 0.2386 |        |        | 0.1050 | 0.0956 | 0.9721 |
| SER-1                                   | 0.3250 | 0.2926  |        |         |        |          |        |            |        |             | 0.1750 | 0.1951 | 0.3650 | 0.3571 | 0.1350 | 0.1236 | 0.9684 |
| TEX-1                                   | 0.3090 | 0.2766  |        |         |        |          |        |            |        |             | 0.3410 | 0.3802 | 0.2500 | 0.2452 | 0.1000 | 0.0896 | 0.9916 |
| WHI-1                                   | 0.3250 | 0.2958  |        |         |        |          |        |            |        |             | 0.1750 | 0.1869 | 0.3650 | 0.3608 | 0.1350 | 0.1230 | 0.9765 |
| WIS-1                                   | 0.3325 | 0.2977  |        |         |        |          |        |            |        |             | 0.4675 | 0.5165 | 0.1000 | 0.0986 | 0.1000 | 0.0890 | 1.0018 |

FIG. 230

23100

| Formula Pricing - BEEF - 77% - 04/06/98 |                   |         |            |          |            |                                     |
|---|-------------------|---------|------------|----------|------------|-------------------------------------|
| General Info                            |                   | Pricing | Freight    | Formulas | Block Cost | Adjustments                         |
| Formula                                 | Raw Material Cost | Yield   | Block Cost | Margin   | FOB Price  | Include?                            |
| AFS-1                                   | 0.9840            | 0.99    | \$0.9990   | 0.1232   | \$1.1222   | <input checked="" type="checkbox"/> |
| DIV-1                                   | 0.9941            | 0.98    | \$1.0123   | 0.1669   | \$1.1792   | <input checked="" type="checkbox"/> |
| GS-1                                    | 0.9866            | 0.98    | \$1.0037   | 0.1287   | \$1.1324   | <input checked="" type="checkbox"/> |
| S&C-1                                   | 0.9721            | 1.00    | \$0.9721   | 0.1457   | \$1.1178   | <input checked="" type="checkbox"/> |
| SER-1                                   | 0.9684            | 0.99    | \$0.9831   | 0.1325   | \$1.1156   | <input checked="" type="checkbox"/> |
| TEX-1                                   | 0.9916            | 0.99    | \$1.0067   | 0.1232   | \$1.1299   | <input checked="" type="checkbox"/> |
| WHI-1                                   | 0.9765            | 0.98    | \$0.9939   | 0.1275   | \$1.1214   | <input checked="" type="checkbox"/> |
| WIS-1                                   | 1.0018            | 0.98    | \$1.0202   | 0.1334   | \$1.1536   | <input checked="" type="checkbox"/> |

FIG. 231



23200

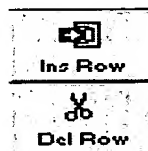
Formula Pricing - BEEF - 77% - 04/06/98

| Formula | Raw Cost | Yield  | FOB Price | Margin | Adjustments | Adj. FOB Price |
|---------|----------|--------|-----------|--------|-------------|----------------|
| AFS-1   | 0.9840   | 0.9850 | 0.9990    | 0.1232 | 0.0000      | 1.1222         |
| DIV-1   | 0.9941   | 0.9820 | 1.0123    | 0.1669 | 0.1500      | 1.3292         |
| GS-1    | 0.9866   | 0.9830 | 1.0037    | 0.1287 | 0.0000      | 1.1324         |
| S&C-1   | 0.9721   | 1.0000 | 0.9721    | 0.1457 | 0.0000      | 1.1178         |
| SER-1   | 0.9684   | 0.9850 | 0.9831    | 0.1325 | 0.0000      | 1.1156         |
| TEX-1   | 0.9916   | 0.9850 | 1.0067    | 0.1232 | 0.0000      | 1.1299         |

| Amount | Adjustment Desc |
|--------|-----------------|
| 0.1500 | Upcharge        |

FIG. 232



23300

23302

FIG. 233

23400



FIG. 234

23500

| Formula Maintenance     |                                      |                                 |            |
|-------------------------|--------------------------------------|---------------------------------|------------|
| Formula ID              | Facility                             | Description                     | Short Name |
| 5                       | AMERICAN FOOD SERVICE                | American Food Service Formula A | AFS-1      |
| 7                       | DIVERSITY FOOD PROCESSING - VIRGINIA | DIV Formula - 1b                | DIV-1      |
| 8                       | GOOD SERVINGS PRODUCTS - NH          | Good Servings Formula 1         | GS-1       |
| Number of Rows: 14      |                                      |                                 |            |
| Material Type           |                                      | Begin Date                      | Percentage |
| Fresh Domestic 50% Trim |                                      | 10/03/1997                      | 31.2000%   |
| Fresh Domestic 73% Trim |                                      | 10/01/1996                      | 20.0000%   |
| Fresh Domestic 85% Lean |                                      | 10/01/1997                      | 5.0000%    |
| Fresh Domestic 90% Lean |                                      | 10/01/1997                      | 18.8000%   |
| Number of Rows: 6       |                                      | 100.0000%                       |            |

FIG. 235

| Supply                   | Patronage | Sales/Inv | Utilities | Window | Help |
|--------------------------|-----------|-----------|-----------|--------|------|
| Supplier ...             |           |           |           |        |      |
| Supplier Site ...        |           |           |           |        |      |
| Distributor ...          |           |           |           |        |      |
| QC ...                   |           |           |           |        |      |
| Item                     |           |           |           |        |      |
| Proposal                 |           |           |           |        |      |
| Least Cost Analysis      |           |           |           |        |      |
| Formula Pricing          |           |           |           |        |      |
| Contract ...             |           |           |           |        |      |
| Cost                     |           |           |           |        |      |
| Vendor Rating            |           |           |           |        |      |
| Contact Management       |           |           |           |        |      |
| Logistics & Distribution |           |           |           |        |      |
| Bakery Coverage          |           |           |           |        |      |

23600

FIG. 236